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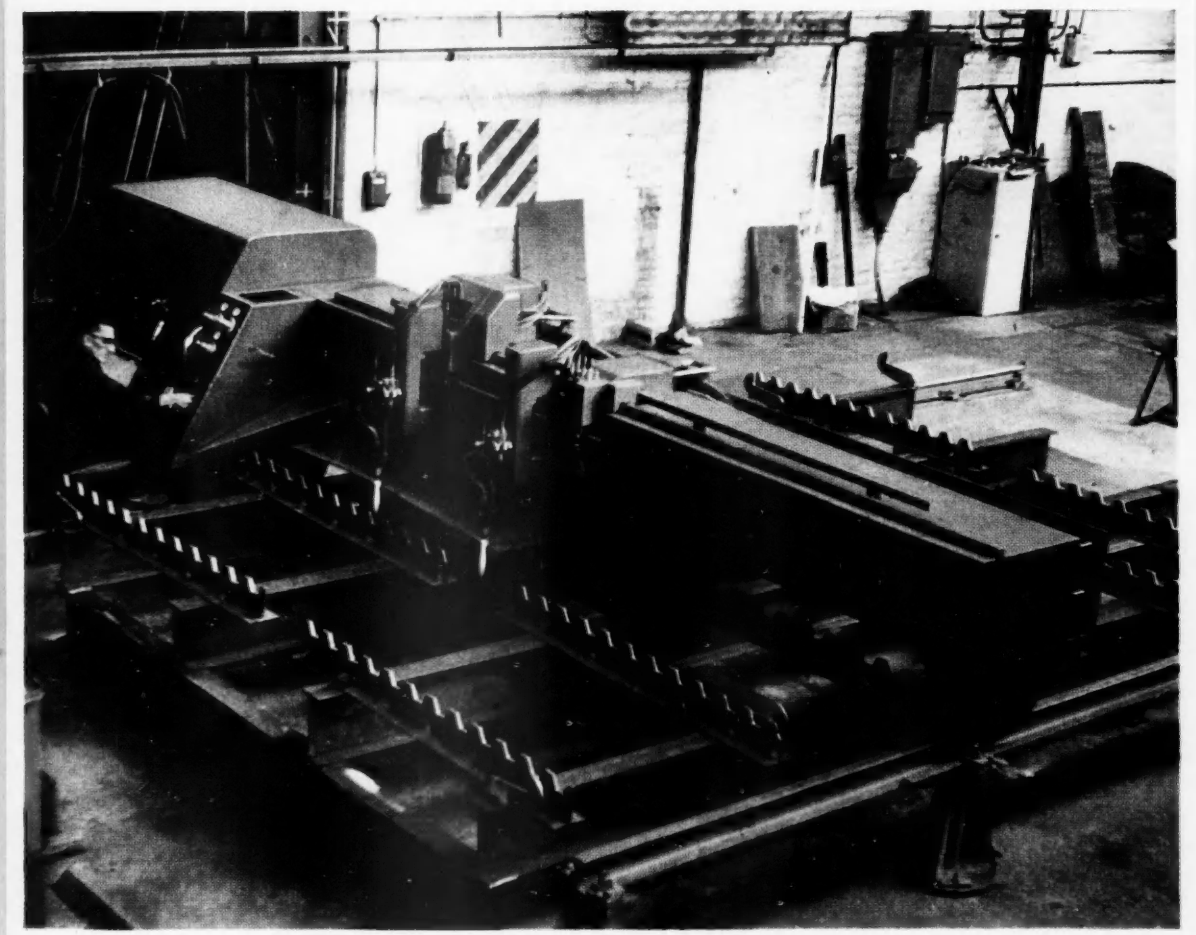

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Front cover picture

This Han-co-sine ratio oxy-cutter, made by Hancock and Company (Engineers) Ltd., Croydon, is boosting export production on both sides of the Atlantic. The machine, which will be on show at the London International Engineering and Marine Exhibition at Olympia from April 25-May 4, has recently been installed at Newton Chambers Engineering Limited, in Sheffield, where it is being used in the manufacture of plant for the iron, steel, gas and chemical industries, metal fabrications, earth-moving and construction equipment.

As part of a $1 million modernization programme of steel fabrication facilities, the Burrard Dry Dock Company Limited in Vancouver have also installed the British cutter for shipbuilding production.

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In 1966 the Queen's Award to Industry went to no less than four English Electric companies.

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GATT International Trade Centre makes its presence felt in the United Kingdom

By H. L. Jacobson, Director of the GATT International Trade Centre (Geneva)

CITRUS FRUITS and juices, plywood and veneer, oil cake and meal, rice, canned and frozen shrimps and prawns, canned beef meat, crude cotton seed oil, and sawn timber. It sounds like a quotation from Masefield's 'Cargoes'. Indeed, if these widely assorted products have one thing in common it is that they come from far away countries. Developing countries. There is a second link, too: they have all been the subject of market surveys by the GATT International Trade Centre (Geneva). Readers of the *Journal* may well wonder why include this oddment of information in a magazine devoted to British industrial and commercial interests. The truth is that more and more sections of British industry and commerce will become increasingly aware of the activities of the International Trade Centre as it faithfully carries out its responsibility for helping the developing nations.

It would be understandable if a nation like Britain, heavily preoccupied with her own economic and commercial problems, were to lose sight of those of the developing countries in their efforts to achieve a greater measure of prosperity. Yet she has not done so. In the broad field of commercial policy she has in recent years made plain her readiness to act in concert with other industrialized nations in reducing barriers to imports from less developed countries. A new Chapter (known as 'Part IV') has been added to the GATT to take particular account of the problems of developing nations. On a practical, as distinct from a policy, level Britain has from the start contributed to the activities of the GATT International Trade Centre and facilitated its efforts to find market opportunities for the products of developing countries in the industrialized nations of the world.

The GATT International Trade Centre came into existence in May 1964 following a decision taken by the Contracting Parties to the GATT under their Director-General, Eric Wyndham White, and their Deputy Director-General, Finn Gundelach. Originally the Centre operated in three main fields. Through its publications, including its quarterly magazine *Forum*, it tried to highlight the problems of the developing countries in the field of trade promotion, and at the same time to provide instruction on the best means of overcoming them. It attempted to provide training in export promotion for officials and others from developing countries both by organizing courses and by stimulating the Governments of the developed countries to do likewise. Through its Market Information Service it has both dealt with individual inquiries about particular products, and more particularly has carried out market surveys in European countries on behalf of one or more developing countries. Within the last year, while expanding these activities, it has also become active in a fourth field: that of the Trade Promotion Advisory Service. Under this new activity it provides to developing countries on request on-the-spot advice in export promotion by sending experts from its own staff or by recruiting them where it can to go out and advise those countries on the setting up or strengthening of export promotion units, as well as in dealing with specific export marketing problems. The Centre's services are available to all developing nations, not merely to those who are contracting parties to the GATT.

To enable it to carry out this work the Centre has a staff of about 30, of whom approximately half are trade promotion and market research specialists. The Director of the Centre, Mr. H. L. Jacobson, was formerly the Southern European Regional Director of the Cotton Council International. The Deputy Director, Mr. V. E. Santiapillai, was the Trade Commissioner of Ceylon in London during the years 1949 to 1951 and 1959 to 1963. A Britisher employed by the Centre is Mr. Austin Hatt-Arnold, son of a former United Kingdom Commercial Minister in Australia. Mr. Hatt-Arnold, who was formerly employed by ICI Ltd., recently carried out in the United Kingdom a survey of market research techniques with a view to adapting them for developing nations, and his pamphlet on this subject will be published by the Centre in the near future.

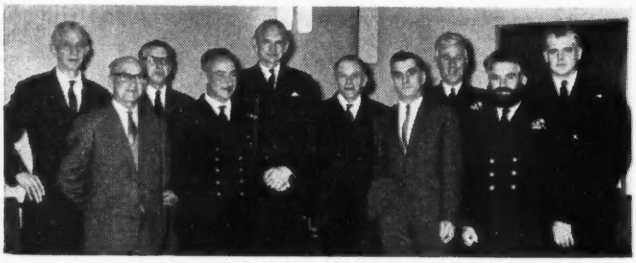
Developed country experts to the aid of developing countries. On the podium at the annual Advisory Group meeting of the GATT International Trade Centre: (left to right) Mr. H. L. Jacobson, director of the Centre; Mr. A. Hatt-Arnold, formerly with ICI Ltd.; and Mr. Sven Skuncke, formerly with the Swedish Board of Trade.

Training facilities offered by United Kingdom

The United Kingdom was the first country to offer training facilities through the Centre for officials from developing countries, a limited number of places having been made available in each of the last two years on the United Kingdom's own course for outgoing British Commercial Diplomatic Officers. Commencing on April 10 this year a three-month pilot course for 21 nominees of developing countries is being run by the City of London College, financed by the Ministry of Overseas Development out of technical assistance funds and sponsored by the Board of Trade. The Trade Centre has been recognized by the United Kingdom as the official channel for all nominations for this course other than those originating in Commonwealth countries.

To facilitate the Centre's activities in the United Kingdom the Board of Trade maintains on its staff a Liaison Officer, Mr. G. Wilcock, of its Commercial Relations and Exports Department. Mr. Wilcock and his staff have a busy time securing appointments for the Centre's visiting Trade Survey Officers, obtaining articles for its magazine, dealing with arrangements for the export promo-

(*Continued on next page*)



Mr. Douglas Jay, President of the Board of Trade, presented, on behalf of HM The Queen, British Empire Medals to five members of the Merchant Navy and to two Board of Trade staff, on April 14. In addition, the President presented Royal Humane Society Awards to three members of HM Coastguard Service.

Left to right: Mr. R. T. Drower; Mr. H. L. Easting; Mr. J. C. B. Fife; Mr. N. Hughes; Mr. Douglas Jay; Mr. C. E. Taylor, Board of Trade; Mr. E. F. Watts, Board of Trade; Station Officer T. W. Mashiter, RHS Bronze Medal; Coastguardsman C. R. Joslin, RHS Testimonial on Vellum; and Coastguardsman E. W. Dagless, RHS Testimonial on Parchment.

UK export promotion course for nominees of developing countries

NINETEEN nominees of developing countries arrived in London recently to take part in a course in export promotion training at the City of London College. The course, sponsored by the Board of Trade, is being financed out of the technical assistance funds of the Ministry of Overseas Development. The original number accepted for the course was 21, but in the event two of these were unable to take advantage of their acceptance. A reception for the 'students', in many cases comparatively senior officials of their Governments, was held on April 7 at the Board of Trade where they met representatives of the Government departments and other organizations which had a direct interest in the arrangements for the course; in particular, the Commonwealth Office, the Foreign Office, Ministry of Overseas Development, the British Council, and of the College. Among the Board of Trade officials, the United Kingdom Liaison Officer to the GATT International Trade Centre was also present to greet the students, of whom those from countries outside the Commonwealth had been nominated through the Centre.

On April 10 the students were received by the Lord Mayor of London, Sir Robert Bellinger, who spoke about the history of the City of London and the office of Lord Mayor, and gave an outline of the functions which the Lord Mayor now had to fulfil in relation to the City and of the important part which the City played in the life of the nation and of the world.

GATT INTERNATIONAL TRADE CENTRE, *continued*

tion training course, and generally smoothing the Centre's path in its United Kingdom activities.

The current preoccupation of the United Kingdom with its own problems mentioned above makes it a difficult time to ask United Kingdom industry to co-operate in helping the developing countries overcome their problems. Nevertheless, it is true to say that in general the United Kingdom Liaison Officer and the Survey Officers from the Centre have so far met with a wealth of understanding and readiness to co-operate such as to indicate that United Kingdom industry is not unmindful of the needs of its less fortunate counterparts in the developing countries.

As time goes by Mr. Wilcock will be contacting more and more firms on behalf of the Centre. In the meantime those who wish to know more about its activities are invited to write to him at the Board of Trade, 1 Victoria Street, London, S.W.1, or to telephone him on Abbey 7877, Ext. 2438.

Mr. Zeev Sharef (left), Israel Minister of Commerce and Industry and Mr. Douglas Jay, President of the Board of Trade, met in London on April 10. Mr. Sharef was on a visit to the United Kingdom as a guest of HM Government.

Visit of Israel Minister of Commerce and Industry to the United Kingdom

DURING the visit of Mr. Zeev Sharef, the Israel Minister of Commerce and Industry, to the United Kingdom as the guest of HM Government, the broader aspects of Israel/United Kingdom economic relations were thoroughly reviewed, with the aim of expanding the already considerable volume of trade between the two countries and of further encouraging co-operation in economic, commercial and industrial fields, including the expansion of air traffic between and through the United Kingdom and Israel. It was announced on April 17 that the Export Credits Guarantee Department is to guarantee a credit of £5 million to the Industrial Development Bank of Israel.

Other problems connected with the increase of commerce between the two countries were taken up, with due regard to the need to establish reciprocity in trade so that potential commercial relations can be more fully developed.

ECGD guarantee £5m. credit for Israel

THE EXPORT Credits Guarantee Department has agreed to guarantee a credit of £5 million being established in London by S. G. Warburg & Co. Ltd., in conjunction with a consortium of banks, in favour of the Industrial Development Bank of Israel.

The credit will be available for contracts for capital plant and machinery of £¼ million or more. To allow for manufacture and delivery, repayment of the loans in respect of any project will begin two years from date of the relevant contract, and be completed in 10 years from contract. Alternatively, part of the loan may be used for projects and bulk purchases of plant and machinery of not less than £100,000, to be repaid within seven years of contract and commencing eighteen months after contract. The rate of interest will be 5½ per cent per annum. The normal principle that a proportion of the price must be paid with order or before shipment will apply; the loan will be for 90 per cent of the price of any contract.

Conclusion of these arrangements follows the visit to London

last week of Mr. Sharef, the Israeli Minister of Trade and Commerce. It is hoped that British firms will be stimulated to compete for business in Israel to which this credit is applicable.

During the Minister's visit to London, discussions have also been held with ECGD about joint contracting in third countries by Israeli and British suppliers or contractors. Subject to its normal rules about the proportion of local costs that may be covered in a credit contract ECGD has assured the Minister that it will co-operate to the full with the Israeli credit insurance institution to maximize the cover that may be given to any such joint enterprise, in the interests of both countries.

ECGD cover for Liberty-ship replacements

THE EXPORT Credits Guarantee Department will in future offer British builders of Liberty-ship replacements a choice of terms on which they will guarantee finance.

In general the terms for ECGD Financial Guarantees, normally affording credit of 10 years from contract (as against the eight years backed by the Japanese Government) should be the more attractive to foreign buyers. In certain cases however the readiness of the Japanese, even in the case of a buyer with no assets other than the ship being purchased, to assess the value of a mortgage on the ship at 55 per cent of the purchase price and to accept a guarantee of the buyer's bank valid for only 2½ years as security for the remaining 25 per cent of the price involving credit, may prove more attractive to such a 'one-ship company'. In future British Liberty-ship replacement builders will have the option of 'British terms' or 'Japanese terms'. This relaxation will be confined to this class of ship.

Follow up of Pearson Report on shipping industry

MR. RAY GUNTER, Minister of Labour and Mr. J. P. W. Mallalieu, Minister of State, Board of Trade, had a series of separate meetings on April 12 with representatives of the Shipping Federation and of the seafarers' organizations* for an exploratory exchange of views on the recommendations of the Pearson Report on certain matters concerning the shipping industry.

All the organizations welcomed the general approach of the report to industrial relations within the industry and the preparation of new legislation to replace the relevant provisions for the Merchant Shipping Acts. Further discussions will be held between the organizations concerned, in co-operation as necessary with the Board of Trade and the Ministry of Labour, on further action to follow-up the recommendations of the report.

*The Mercantile Marine Service Association.
The Merchant Navy and Airline Officers' Association.
The Radio Officers' Union.
The National Union of Seamen.
The Shipwrights' Section of the Amalgamated Society of Boilermakers, Shipwrights, Blacksmiths and Structural Workers.

Appointment to National Economic Development Council

MR. MICHAEL STEWART, the First Secretary of State, who is chairman of the National Economic Development Council, has appointed Mr. John Partridge, chairman of the Imperial Tobacco Company (Great Britain and Northern Ireland Ltd.) as a member of the Council.

Loss of mv 'Darlwyne'

THE FINAL REPORT of the Formal Investigation into the circumstances attending the loss of the motor vessel 'Darlwyne' with the loss of 31 lives was published on April 19, price 2s. 6d. from HMSO, 49 High Holborn, London, W.C.1 (by post 2s. 9d. from HMSO, PO Box 569, London, S.E.1).

The Queen's Award

THE LIST of recipients of the Queen's Award to Industry 1967, is being announced today, April 21, The Queen's Birthday, as a Supplement to The London Gazette. The list will be published in next week's *Board of Trade Journal*.

Report on aircraft noise

THE REPORT of the International Conference on the Reduction of Noise and Disturbance caused by Civil Aircraft, which was convened by HM Government in London in November 1966, was published on April 17.

The Report brings together in summarized form the conclusions reached by the six committees which met during the course of the conference, and makes suggestions for further action. It includes as appendices the texts of the reports from each of the six committees.

HM Government endorses the conclusions reached by the conference and intends to follow up vigorously the suggestions for further action contained in the Report, acting where necessary in consultation with other governments and affected interests, such as the airlines and aircraft and aero engine manufacturers.

Copies of the Report can be obtained from HMSO, 49 High Holborn, London, W.C.1, and branches, or by post from HMSO, PO Box 569, London, S.E.1 (price 8s. or 8s. 6d. by post).

Director of Supersonic Transport and All-Weather Operations appointed

THE BOARD OF TRADE have appointed Mr. M. H. Vivian, at present Director of Flight Safety, to the newly created post of Director of Supersonic Transport and All-Weather Operations.

In the SST field he will exercise oversight of planning and implementation of operational facilities, procedures and services, and will be responsible for liaison with other Government departments and outside bodies. In the AWO field he will draw up, co-ordinate and progress the overall programme in implementation of the Board's policy.

Mr. J. R. Neill, at present Director of Aerodromes Technical, has been appointed Director of Flight Safety.

Appointment to Monopolies Commission

MR. LESLIE HENRY WILLIAMS has been appointed a part-time member of the Monopolies Commission by the President of the Board of Trade.

The appointment has been made for an initial period of three years.

Notes:

With this new appointment the Monopolies Commission has 21 members. The Monopolies and Mergers Act, 1965, permits appointments to be made up to a maximum of 25 members.

Visit of Malaysian Minister

THE HON. TAN SRI V. T. SAMBANTHAN, Minister of Works, Posts and Telecommunications, Malaysia, will be visiting the United Kingdom as a guest of HM Government from April 22 to May 2.

Tan Sri Sambanthan will meet British Ministers and will also have talks with representatives of British industry.

Mr. George Darling, Minister of State at the Board of Trade, will be host at a Government reception at 1 Carlton Gardens on Wednesday, April 26.

Lord Brown—planning in industry

'I THINK it's clear that the great planners of our Society are its business executives' said Lord Brown, Minister of State, Board of Trade, in his speech to the Annual Conference of the Marketing Society on April 19, in London, 'and in the past it has always seemed to me a little peculiar that most of the resistance towards Government planning seemed to come from that group of people. However, I think that is becoming a thing of the past and Governments of the future are going to be appraised quite largely on their capacity to plan the future intelligently.'

Lord Brown had recently left for an official visit to New Zealand and was not able to deliver his speech in person. It was read for him by the chairman of the Marketing Society.

'Government planning is at a very early stage in this country,' continued Lord Brown, 'and is an extremely difficult operation. Whereas in any sophisticated economy the ever present danger of wage and price inflation hangs over any plan, we have in this country to be particularly mindful of the effect on the balance of payments'. Also, unless control could be exercised over salary and wages policies, no plan had much chance of being implemented. We could, in addition, simply not afford to allow our export industries to become short of labour of all kinds while our domestic industries who had not got to compete externally achieved full complements.

Lord Brown then considered some more detailed aspects of Government planning.

'There has been voluble criticism of the Selective Employment Tax, but what is often overlooked is that without some powerful instrument in the hands of the Government distribution of man power does not necessarily in any way follow the needs of our economic situation. In the five years preceding the imposition of this Tax, approximately one million extra persons took up gainful employment in this country. Of these only about 70,000 joined manufacturing industry and the rest were absorbed by the service providing industries. In the face of our exporting difficulties and the shortage of labour in manufacturing industry, this was an absurd position'.

Another way of helping industry to get its man power was by influencing it towards the setting up of new capacity in areas where there were pockets of unemployment, e.g., the redistribution of industry through the operation of the industrial development certificate procedure. The alternative was an ever growing concentration of activity and population in some already overcrowded parts of the country with a further denuding of other parts of their population and their prosperity. The social and the economic consequences of allowing this to continue to happen were too serious to consider.

A further indication of the Government's concern to examine all proposals that might ensure that each region was enabled to develop its resources, natural and human, to the full was given by the proposals made in the recent DEA/Treasury Memorandum. This set out the economic case for the idea that the existing grants and other assistance for capital investment should be supplemented for a period of years by payments towards the labour costs of manufacturing industry in the Development Areas.

Turning to investment, Lord Brown said the rate of investment in new productive capacity and new technology in this country was lower than in many other industrialized nations and here we were faced with an extremely difficult problem. The measures introduced in July to save the £ and to curb inflation reduced internal demand. It was his view that the main criterion used by industrial people to guide them as to when to increase or to reduce the amount of their capital investment was the state of demand. Thus, since those measures investment had shown some falling off and this was a very serious matter for the future. What had the Government done to check this trend? The investment grant was the chosen instrument and the spearhead of this policy was the fact that capital investment on new plant and machinery for use in qualifying processes or for research in the manufacturing, extractive and construction industries which was initiated and paid for by the end of 1968 would be the subject of a 45 per cent grant if this investment took place within a development area. All investment in manufacturing capacity within development areas apart from this two year period would rank for a 40 per cent grant. If it was outside the development area it would rank for 25 per cent or 20 per cent grant according to timing. Computers, ships and hovercraft were also eligible for investment grants. These should be a powerful incentive to a business which was capable of careful planning for its own future.

The Government had set up the Industrial Reorganization Corporation with a capital of £150 million. The Corporation had not yet been in existence sufficiently long to get fully into its stride, but it was under extremely intelligent leadership and it was to be hoped that the availability of bridging finance which they would supply and the planning in which they could indulge and the pressures which they could apply would hasten and make more logical the process of integration.

There had been a very rapid rise in the output of University graduates from about 18,000 in 1955 to well over 30,000 10 years later. Whilst there had been this very large growth in the output of graduates, too few were going into industry and too low a proportion was being trained in applied science and technology. There was growth going on in the output of our technical colleges, and the results of the Industrial Training Act had already resulted in a very rapid increase in the amount of in-company training which is going on in this country.

'In 1913 the British cotton industry was producing five times as much cloth as it does today and exporting no less than 30 times as much,' said Lord Brown. 'In 1939 the United States had a very much larger share of the world export markets for motor cars than it has today. These two statements draw attention to another extremely important aspect of long term Government and industrial policy. The less developed parts of the world are steadily going to make more and more of their own consumer goods for themselves and our industries must increasingly turn their attention to the supply not of those consumer goods but of the means of making them. Today we have a very large export of textile machinery and the United States has invested enormous amounts of capital overseas in the making of motor cars instead of exporting them. The switchover in this way which will steadily take place in many industries is going to have the effect that a higher proportion of the simpler work is going to be done in the developing countries and a higher proportion of the high level product development, technological, administrative, planning and marketing work is going to be done in the more sophisticated countries like our own.

There is going to be a need for an ever-growing proportion to be devoted to the design and development of new products, new materials and new ways of manipulating those materials and in planning industry and marketing its output. Thus planning has got to take account of this as well and you can see the interaction of this trend with the need for an ever increasing output of market men, scientists, applied scientists, planners, technicians, designers, draughtsmen and skilled craftsmen for industry. Educational and industrial training policy is therefore a very important part of Government planning and is receiving ever growing attention.'

Appointments to the Council of Industrial Design

MR. DOUGLAS JAY, President of the Board of Trade, has reappointed Sir Duncan Oppenheim as chairman, and Lord Hayter, Mrs. Elsbeth Juda, Mr. Leslie Julius, Mr. D. C. Lamont, Mr. W. L. Mather, Mr. Martin G. Moss, Mr. F. E. Shrosbree and Mr. Peter Tennant as members of the Council of Industrial Design for a further period, and has appointed Mr. Kenneth Adam, Mr. Brian Bonfield, Lady Casson, Mr. Terence Conran, Mr. John Barclay Jacobs and Mr. A. R. Miller as new members. (Mr. A. R. Miller was a member of the Council by virtue of his position as Chairman of the Scottish Committee, which he recently resigned; he has now been appointed a member of the Council in his own right).

The President has appointed Mr. Matthew J. G. Wylie as Chairman of the Scottish Committee of the Council, following the resignation of Mr. A. R. Miller, and as a member of the Council.

The President has also re-appointed Mr. Sydney H. Harrison, Mr. William A. P. Jack and Mr. Michael D. Laird as members of the Scottish Committee for a further period and has appointed Mr. Joseph Dunning, Mr. R. D. Fairbairn, Mr. Kenneth R. C. MacDonald and Miss A. L. Richmond as new members of the Scottish Committee.

Application for anti-dumping duties on nylon carpet staple fibre

THE BOARD OF TRADE give notice that they are considering an application for the imposition under the Customs Duties (Dumping and Subsidies) Act, 1957, of anti-dumping duties on imports of nylon carpet staple fibre – polyamide staple fibre of over 6 denier – originating in Italy and Switzerland. This application may be extended to include imports of this product from other countries at prices which appear to be dumped.

A statement of the applicants' case will be made available to interested parties who give an undertaking to treat the information contained in the statement in strict confidence.

Any representations which interested parties may wish to make in connection with this application should be submitted in writing not later than May 5. Such representations in summarized form and without attribution to the source may be passed to the applicants for comment. Those making the representations should stipulate any particular points which they do not wish to be disclosed.

Requests for the statement, together with an undertaking in the terms set out above, should be addressed in writing to the Tariff Division, Board of Trade, Room 555, 1 Victoria Street, London, S.W.1.

Application for anti-dumping duties on stearine

THE BOARD OF TRADE gave notice on November 18, 1966, that they were considering an application for the imposition under the Customs Duties (Dumping and Subsidies) Act, 1957, of anti-dumping duties on stearine, being fatty acids containing not less than 30 per cent by weight of stearic acid, imported from Australia and Belgium. The Board of Trade now announce that they are satisfied that imports from both countries have taken place at dumped prices and that this has caused material injury to the British industry and threatens further injury.

The Board of Trade have accordingly made an Order (The Anti-Dumping Duty Order, 1967) imposing anti-dumping duties of £15 per ton on stearine originating in Australia, and £9 7s. per ton on stearine originating in Belgium.

The Board of Trade further announce that imports of stearine originating in any other country which were found to be dumped would be liable to anti-dumping action.

The Anti-Dumping Duty Order, 1967, came into force on April 14, 1967. Copies of the Order (SI 1967 No. 553) are available from HMSO, price 5d., by post 8d. For the purpose of implementing this Order, the Commissioners of Customs and Excise, on the direction of the Board of Trade, will require proof of the origin of any stearine exported to the United Kingdom from Australia, Belgium, the Channel Islands, France, the Republic of Germany, Luxembourg, Netherlands, Portugal, Spain and Switzerland.

Restrictive Trade Practices Act— removal from register of two agreements

THE BOARD OF TRADE have given directions to the Registrar of Restrictive Trading Agreements under Section 12 of the Restrictive Trade Practices Act, 1956, authorizing him to remove from the Register the following two agreements now subsisting between:

(i) the members of the British Film Producers' Association, relating to the method of calculating annual subscriptions; and

(ii) the members of the Worsted Spinners' Federation Ltd., who are recommended to charge interest on overdue accounts.

Section 12 of the 1956 Act provides that the Board of Trade may, upon representation from the Registrar, give directions authorizing him to remove from the Register particulars of such agreements of which particulars are for the time being entered therein as appear to the Board of Trade to be of no substantial economic significance.

Section 12(3) of the Act requires the Board of Trade to lay before each House of Parliament a statement containing particulars of the agreements to which the directions relate, and this was done on April 18, 1967.

Notes:

1. The agreements to be removed from the Register relate respectively to the following:

(i) The British Film Producers' Association's method of calculating its members' annual subscriptions which is based on the production costs of the cinema films produced by the individual member;

(ii) the Worsted Spinners' Federation Ltd. who recommend their members to charge interest, at the rate of 1 per cent above the Bank Rate, with a minimum of 5 per cent, on all overdue accounts.

2. Ninety directions have previously been issued by the Board of Trade. The most recent of these appeared in the *Board of Trade Journal* of March 24, 1967 (page 760).

Imports from Bulgaria

THE BOARD OF TRADE have announced in Notice to Importers No. 1186, dated April 15, 1967, that the licensing arrangements for imports from Bulgaria over the 12-month period ending March 31, 1968, are being continued on broadly the same basis as they were for the previous period. Some quotas have been increased, and there continues to be a wide range of goods which may be imported under open individual licences. Full details and the list of quotas appeared in the *Board of Trade Journal* of March 24, 1967 (pages 785 and 787).

Imports of meat and offal from France

THE MINISTRY of Agriculture, Fisheries and Food have announced that the Agricultural Departments are now prepared to consider applications for annual licences to import meat and offal from France. (This trade has been banned since the beginning of December because of the occurrence of foot-and-mouth disease in France.)

Ministry to buy more machine tools

MR. ANTHONY WEDGWOOD BENN, Minister of Technology, announced on April 13 by written answer to a parliamentary question: 'I propose to expand the machine tool pre-production order scheme rapidly by making an additional £5 million available for a limited period for the purchase of genuinely new models of machine tools offering a significant improvement in overall performance over existing machines. By placing orders quickly, I hope not merely to speed the introduction into use of efficient modern machines, but also to help the machine tool industry at this time when orders are needed. Machine tool firms should therefore make applications for orders to my department within the next six months'.

Engineering trade mission to N. America

MR. H. J. HOLLEMAN, chairman of the Engineering Industries Association National Export Committee, is the leader of 'Engtrade 2' – the second engineering export trade mission to North America within 12 months – which will be leaving London Airport on April 22. He said recently that the British businessman should become far more aggressive in his sales technique, and should 'blow the trumpet' much louder for Britain, as she has a great deal to offer the world.

The Engineering Industries Association, which is said to be the largest organization of its kind in Britain today, is very active in the export field, and has overseas missions already planned for both this year and next. On April 15 60 E.I.A. members returned from Rome after a seven-day business study tour, during which they visited many Italian engineering organizations.

Exchange control and voluntary programme

Voluntary programme

AS ANNOUNCED by the Chancellor of the Exchequer in his Budget Speech, the Voluntary Programme concerning overseas investment is to continue for a further year. The requirements are unaltered (see notes).

Abolition of security sterling

The security sterling market and official foreign exchange market were unified with effect from April 12. Hitherto, the sterling proceeds of the sale of non-resident owned sterling securities (other than certain short-term investments in, for example, Treasury Bills, National Savings Certificates and Defence or National Development Bonds) were not convertible over the official exchange but could be sold in markets abroad as security sterling at a discount which for many years has been small and is currently negligible. Now, non-residents buying sterling securities from residents will no longer be able to pay in security sterling but will have to pay in foreign currency or in sterling bought at the official rate of exchange. Proceeds of sales by non-residents (except residents of Rhodesia) of sterling securities which under previous rules would have been security sterling will now be ordinary external sterling, freely convertible at the official rate. (The proceeds of sale by residents of Rhodesia of sterling securities will be held in Suspense Account.) As a consequence, the Exchange Control (Blocked Accounts) Order, 1948 is revoked.

Hong Kong

As part of the drive against certain illegal transactions by United Kingdom residents, the Bank of England are issuing to Authorized Banks and Authorized Depositaries a new notice on Hong Kong. This draws attention to the need to enforce rigorously the special arrangements which apply to the sterling accounts of residents of Hong Kong, and makes certain modifications in these arrangements, which will improve the control. Further action will be taken in consultation with the authorities in Hong Kong.

Specification of foreign currencies

With effect from April 12, the list of foreign currencies which are specified currencies for the purposes of the Exchange Control Act, 1947 was extended to include all foreign (i.e. non-sterling area) currencies. As a result, those provisions of the Exchange Control Act which apply only to specified currencies now apply uniformly to all foreign currencies. For example, United Kingdom residents are required to offer for sale to an authorized dealer any specified currency coming into their hands. All foreign currency securities become uniformly 'prescribed' securities for exchange control purposes and United Kingdom exporters may now accept any foreign currency, except Rhodesian pounds, in payment for exports.

These changes are made by the Exchange Control (Specified Currency and Prescribed Securities) Order, 1967, and the Exchange Control (Payments) (Amendment) Order, 1967.

Notes:

Voluntary programme

Under the Voluntary Programme introduced in May 1966 firms and individuals planning direct investments over £25,000 a year in Australia, New Zealand, South Africa or the Irish Republic are asked to discuss the matter in advance with the Bank of England (Overseas Investment Office). The aim is that such projects should in general be confined to those for which funds are provided by appropriate borrowing abroad or from normal retained profits of an overseas company, or where the investment promises an early, substantial and continuing benefit to the United Kingdom balance of payments. Investment trusts, insurance companies and other institutional investors are asked so to manage their portfolios that there is no net increase over a period in their present total holdings of foreign securities on the one hand, or on the other of securities denominated in the currencies of Australia, New Zealand, South Africa or the Irish Republic.

Security sterling

The change does not affect residents of the United Kingdom. It removes a control over certain sterling assets belonging to non-residents. The purpose of the security sterling arrangements was to avoid a cost falling on the reserves from non-resident disinvestment from sterling securities, but in recent years the effects of the arrangements have been eroded as a result of transactions in the free markets, chiefly Hong Kong. Partly because of this, but also on broader grounds, it has been decided that the security sterling arrangements are no longer necessary.

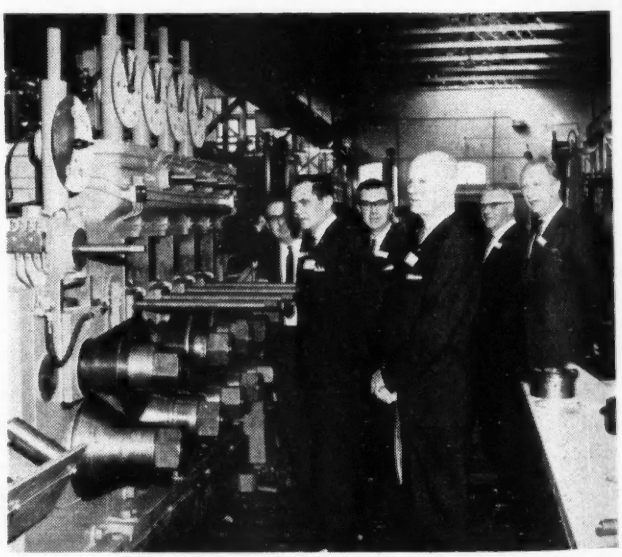
The effect of the change on the official reserves is expected to be beneficial. Removal of the nominal restriction on repatriation of capital may be expected to promote foreign portfolio investment in sterling securities. The reserves will benefit from an additional inflow of foreign currency which under previous arrangements would have been exchanged for security sterling in certain free markets abroad, chiefly Hong Kong.

Hong Kong

Control over the sterling accounts of residents of Hong Kong is exercised by directions originally issued under the Defence (Finance) Regulations and continued by the Emergency Laws (Re-enactments and Repeals) Act, 1964. These directions make it an offence to debit, without Treasury permission, the sterling account of a Hong Kong resident. Debits from the accounts of Hong Kong Authorized Banks (No. 1 accounts) are allowed freely, on the understanding that the Hong Kong banks will exercise appropriate supervision on transactions through them. Debits from other Hong Kong accounts (No. 2 accounts), other than payments to No. 1 accounts and certain personal payments, are allowed only with the consent of the Hong Kong control. The changes now made improve the arrangements for checking transactions over these accounts.

Specification of foreign currencies

This is a technical change designed to simplify and rationalize certain aspects of exchange control. In recent years all the foreign currencies commonly used in international transactions and for which there is a ready market have been specified, but other currencies have not. The distinction is no longer worthwhile. Exporters can be relied upon in their own interest not to accept payments in a currency which is not readily marketable and which authorized dealers may not be willing to buy. The change has no connection with the abolition of security sterling.



Canadian purchasing executives in the United Kingdom at the invitation of the BNEC, visited Joshua Bigwood & Son Ltd. recently, and are seen inspecting a new Bigwood section leveller for non-ferrous electrical bus-bars. From left to right are: Mr. Gordon Pugh, engineering director, Bigwood; Mr. Vern Bretin, materials manager, Dominion Bridge Co. Ltd., Montreal; Mr. C. R. Bates, managing director, Bigwood; Mr. C. Snell, vice-president purchasing, Dosco Steel Ltd., Montreal; Mr. Eric Bromage; Mr. John Lee.

Sir Robert Bellinger, Lord Mayor of London, opens the St. Lawrence Seaway Conference, held at Guildhall on April 12 as part of Canada's Centennial celebrations. To the right of Sir Robert are Mr. Ernest B. Griffith, general manager of the Toronto Harbour Commissioners and chairman of the conference, Dr. Pierre Camu, president of the St. Lawrence Seaway Authority, and Dr. John Deutsch, chairman of the Economic Council of Canada.

Athlone Fellowships

MR. DOUGLAS JAY, President of the Board of Trade, has appointed Sir Maurice Fiennes as chairman of the Athlone Fellowships Managing Committee in succession to Sir Julian Pode, JP. Sir Maurice is chairman and managing director of the Davy-Ashmore Group of Companies.

The Athlone Fellowships scheme provides for a number of Canadian graduate engineers to come to Britain each year for post-graduate experience in engineering.

Anglo-Canadian Ministerial Economic Committee meets in London

THE COMMONWEALTH OFFICE announce that the first meeting of the Anglo-Canadian Ministerial Economic Committee was held in London on April 19-20.

It was announced last year that the Canadian and British Governments had agreed on the establishment of this committee.

The Canadian delegation was headed by Mr. Paul Martin, Secretary of State for External Affairs and included Mr. R. H. Winters, the Minister of Trade and Commerce; Mr. Mitchell Sharp, the Minister of Finance; Mr. C. M. Drury, the Minister of Industry and Defence Production; Mr. J. J. Greene, the Minister of Agriculture and Mr. J-L. Pepin, the Minister of Energy, Mines and Resources.

The first meeting of Ministers was expected to be at No. 10 Downing Street on the morning of April 19, with the Prime Minister in the chair. A number of British Ministers were expected to take part in the subsequent discussions at Marlborough House.

Note:

The committee is expected to meet at intervals of about a year and will usefully supplement the exchanges which already take place between the two Governments through a variety of other channels. By providing a forum in which the Ministers primarily concerned with trade and economic affairs can meet periodically and exchange views, the committee will enhance both Governments' knowledge and understanding of the other's views on question of common concern.

Following discussion in June 1966, between the President of the Board of Trade and the Canadian Minister of Trade and Commerce, who had been attending the Commonwealth Trade Ministers' Conference in London, it was agreed that it would be to the benefit of both countries if Ministers concerned with commercial and economic relations were to meet at intervals for discussion of problems of common concern. They accordingly agreed to establish an Anglo-Canadian Ministerial Committee on trade and economic matters.

The St. Lawrence Seaway Conference— 'a unique form of celebration'

ONE OF THE events held in London to mark Canada's Centennial Year was the St. Lawrence Seaway Conference organized by the Toronto Harbour Commissioners and held at Guildhall on April 12. The one-day conference, attended by about 250 guests, was devoted to an economic and historical consideration of the St. Lawrence Seaway and an examination of its future role in the development of world trade. Mr. E. B. Griffith, general manager of the Port of Toronto, took the chair and the official opening was performed by the Lord Mayor of London, Sir Robert Bellinger.

Plans for the future improvement of the St. Lawrence Seaway include the possible extension of the season of navigation and expanding the capacity of the system said Dr. Pierre Camu, president of the St. Lawrence Seaway Authority. The replacement of seven of the eight locks in the Welland Canal by four larger locks was being considered by the Canadian Government; this would mean that the canal would be able to accommodate vessels of up to 1,000 feet in length instead of 730 feet as at present, carrying cargoes of over 45,000 tons. A plan for straightening the Welland Canal in one section had also been approved by the Canadian Government; this project would take about five years to complete and would cost about $110 million.

Earlier, in opening the conference, Sir Robert Bellinger had described it as 'a unique form of celebration'. 'The Port of Toronto', he said, 'has initiated many new policies and operational methods, including promotional programmes that emphasize the importance of the rich area it serves in Canada, an area of great importance to United Kingdom business interests, particularly during 1967.'

The place of the St. Lawrence Seaway in the economic development of Canada was discussed by Dr. J. Deutsch, chairman of the Economic Council of Canada. 'Of all the immense natural assets of a large continent,' said Dr. Deutsch, 'None has played a greater role in the building of the new Canadian nation than the St. Lawrence-Great Lakes waterway. From the beginning this great system has constituted a vital highway for the exploration and development of a trans-continental economy.'

Dr. Deutsch went on to say that the Seaway and Canada's economic future were closely linked. Canada's working population would increase by 50 per cent over the next 15 years, exceeding that of any other industrial country in the world; this would be taking place while Canada continued to have available vast reserves of unexploited natural resources. Both these facts would make possible a doubling of the output of the Canadian economy over the next 15 years.

'These possibilities for Canadian growth have very large implications for all those interested in international trade,' continued Dr. Deutsch. There was likely to be a large expansion in Canadian external trade, both imports and exports, and it was likely that Canadian foreign trade would grow even faster than home production. This again would have very large implications for Canadian transportation facilities and harbours, and for international shipping and international shipping services of all kinds.

Dundee mission taking new lines to Canada

NEW DESIGNS of characteristic Scottish garment manufactures will be introduced to the Canadian market during a hard selling campaign across North America from April 24 to May 12 by a trade mission sponsored by Dundee Chamber of Commerce, financially assisted by the British National Export Council. Several members of the mission will be selling garments such as ties, scarves and skirts, and will have new lines to promote. Another will be introducing a line of PVC-laminate rainwear. Such goods find a welcome in North America – especially in Canada, where many people are of Scottish ancestry.

'CANADA'S CENTENNIAL YEAR'

'Canada's Centennial Year – Britain's trade opportunities' is the title of a 56-page illustrated supplement to the Board of Trade Journal *this week. Extra copies of the supplement may be obtained free on application to the Library, Board of Trade, 1 Victoria Street, London, S.W.1.*

Parliamentary Answers

Below is a selection of Parliamentary answers of interest to trade and industry

FRIDAY, APRIL 7

Pinnock Finance Co. (GB) Ltd.

Mr. Douglas Jay, President of the Board of Trade, was asked to make a statement about the collapse of Pinnock Finance; and what consequential action he was considering under the Protection of Depositors Act. Mr. George Darling, Minister of State, answered: 'Pinnock Finance Co. (GB) Ltd. suspended repayment of deposits and ceased taking new deposits as from April 1, 1967.

'The Board of Trade are obtaining information about the state of the company's affairs to enable them to decide whether the interests of depositors would be likely to be served better by leaving the company to continue its efforts to agree with its creditors a scheme of arrangement, which would require the sanction of the Court under S.206 of the Companies Act, or by the Board petitioning the Court for the winding up of the company under S.16 of the Protection of Depositors Act.'

Training in modern marketing techniques

Asked what steps were being taken either to sponsor or encourage the training of business executives and civil servants in modern marketing techniques, Mr. George Darling said that the Board of Trade, through the British Productivity Council, supported the National Marketing Council which was set up specifically to promote a wider knowledge of marketing and the adoption of sound marketing practices throughout British industry. Mr. Darling referred to the direct support given in connection with the marketing courses being sponsored by the National Marketing Council later this year and about the activities of the London and Manchester Business Schools. 'I should also mention,' he said, 'though this is the province of my Rt. Hon. Friend the Secretary of State for Education and Science, that of the considerable number of courses in various aspects of management studies provided by universities and colleges for further education, many include marketing in their syllabuses.

'Before their first appointment to a commercial post overseas, all officers of HM Diplomatic Service now take an eight-week commercial course of instruction provided by the City of London College on behalf of the Board of Trade, one week of which is devoted to marketing techniques. Some senior officers also attend marketing courses run by private organizations. In the Board of Trade selected staff directly concerned with exports take part in courses on exporting and these include study of marketing techniques.'

TUESDAY, APRIL 11

Anglo-German trade

The President was asked whether he was aware that German exports to Great Britain for the first two months of 1967 were a record £56 million, being a rise of £5 million, whereas Great Britain's exports to Germany for the same period reached a new low level of £37 million; what was the reason for this; what action had he taken, or intended to take, to balance this trade; and to what extent Great Britain's entry into the Common Market would improve these figures.

He replied: 'Yes. The main factor which has affected Anglo-German trade in recent months is probably the down turn in the German economy, which has led to an overall decline in German imports. The removal last November of the temporary import charge has no doubt affected our imports from Germany.

'The recent course of our export trade as a whole suggests that British traders will be well able to take advantage of any revival of demand in Germany, and the Government will continue to do all it can to help British industry.'

Civil Aviation Flying Unit

Mr. Mallalieu, Minister of State, Board of Trade, said that the cost of the Civil Aviation Flying Unit for the 12 months ended March 31, 1967, was £761,270, of which about £48,000 related to communication flights, compared with £714,600 and £18,000 repectively for the 12 months ended March 31, 1966. The 1966-67 figures were provisional at this stage. The unit comprised nine Doves, three Princes, one President, one Chipmunk and one HS125. He saw no prospect of reducing the cost while the technical demands on the fleet continued to grow.

WEDNESDAY, APRIL 12

Yorkshire and Humberside

Asked what consideration had been given to paragraph 257 of the Yorkshire and Humberside Economic Planning Council's review of Yorkshire and Humberside; and whether he would make a statement, Mr. George Darling said: 'With my Right Hon. Friend the First Secretary of State and other colleagues, by Right Hon. Friend hopes shortly to meet the chairman of the Yorkshire and Humberside Economic Planning Council to discuss in more detail this and other recommendations in the review.'

Global quotas for cotton textiles

Asked if he would negotiate new global quotas for cotton textiles taking into consideration the changed circumstances arising from increased Portuguese imports, Mr. Douglas Jay said that the present global quotas were negotiated with the exporting countries for a five-year period, and he had no ground for thinking that any attempt to re-negotiate them would be beneficial to the British industry. As to Portuguese imports, he had every reason to believe that these would not continue to run at the rate of recent months.

The Budget Debate

Mr. Douglas Jay, President of the Board of Trade, spoke in the Budget Debate on April 17. He referred to a scheme to be introduced shortly by the ECGD under which funds for exporters would be advanced at Bank rate with a minimum of 4½ per cent to finance export transactions on short-term credit, unsecured by buyers' bills or notes. The President also referred to proposed amendments to the Companies Bill which would give the Board of Trade much more effective power of investigation into suspected company fraud.

Fraud investigation

Mr. Darling spoke in an adjournment debate on fraud investigation (*Hansard*, cols. 1329-1338).

THURSDAY, APRIL 13

Bank holidays in 1969

The President was asked to announce the dates of the May and August bank holidays in Scotland in 1969. He replied: 'In Scotland as well as in England and Wales the May bank holidays in 1969 will be on May 26 (Whit Monday), but the August bank holiday in Scotland will revert to the first Monday of the month, August 4.'

Monopolies Commission report on soap and detergents

Asked what action he was taking to ensure compliance with the Monopolies Commission report on soap and detergent prices and advertising, in view of the companies' failure to implement it, the President said that he was still in negotiation with the companies concerned about implementation of this Report.

MONDAY, APRIL 17

Aircraft noise

The President was asked what steps had been taken to notify contracting states, pursuant to Article 4 of the Paris Agreement of 1960, that certificates of airworthiness granted by the United Kingdom would in future include a condition limiting the amount of noise to be produced by the aircraft in question and that validation of certificates of airworthiness in respect of imported aircraft would be dependent on the fulfilment of that condition. The President said: 'During the debate on Aviation on November 21 last, I said that I was considering whether noise should be included as a factor in the certification of aircraft. I have now decided that a scheme of noise certification should be introduced under which future civil aircraft operating in this country will be required to secure a certificate from my Department, or from an appropriate foreign authority, saying that they can comply with certain noise standards. This arrangement will ensure that civil aircraft and aero engines are designed from the drawing board to give a quieter performance than existing aircraft. In consultation with my Rt. Hon. Friend, the Minister of Technology, I shall proceed with discussions, which must take some time, with the manufacturers and the airlines to ensure that the right standards are fixed to achieve substantial and practicable reductions in noise at the earliest opportunity. I shall also maintain close contact with the United States and the French authorities in order to obtain uniformity of standards and hence common objectives for the manufacturers of the various countries.

'As was made clear at the recent International Conference, there is probably little that can be done to improve the noise performance of existing aircraft without the economic penalties becoming very heavy. Similar problems arise with aircraft whose development is already under way. These matters will have to be explored in the discussions I have already mentioned.

'It is possible under existing legislation to introduce this scheme for aircraft using the airports of the British Airports Authority and those belonging to the Board of Trade, and I propose to do so from a date to be determined. Further powers to apply the scheme throughout the country will be sought at the appropriate time.

'The form of the noise certificate to be adopted, and the question whether it should be combined with the certificate of airworthiness, will have to be considered, together with other questions, in the internal and international discussions to which I have referred.'

New Books

Methods of Selecting Industries for Depressed Areas. An Introduction to Feasibility Studies, by Leo H. Klaassen. (OECD *Developing Job Opportunities*, No. 2. 152 pages. 27s. 6d., by post 28s. 3d., from HMSO and Government bookshops.) The first study in this series, *Area Economic and Social Redevelopment: Guidelines for Planners*, by the same author, described methods of organizing national agencies for area development and discussed appropriate research and policy. It particularly stressed the unexploited potentialities of underdeveloped or depressed areas. The present report deals specifically with the industrial capabilities of such areas. The kind of industry needed should obviously be labour-intensive. In considering and evaluating some methods of attracting such industries the author applies a modified Perloff-access formula to three possible industries (electronic components, optical products and glass) and considers how it works in the United States. He also suggests what results might be expected from a similar experiment in Europe. Finally he proposes that local authorities might find it rewarding to introduce one important industry; and then encourage a second with the knowledge that the first is already producing a commodity that would be valuable to the second; then attract a third to make use of the existing two, and so on.

The West Midlands: Patterns of Growth. A First Report by the West Midlands Economic Planning Council, (60 pages. 8s., by post 8s. 7d., from HMSO and Government bookshops.) The *West Midlands Study* was published in July 1965 not long after the members of the Planning Council had been appointed, so that they did not have much hand in its compilation. The Council expressed their initial views on it in March 1966 (reprinted here as an appendix), and this present report considers the study more deeply. The conclusions are that the region will remain short of labour (thus increased productivity is essential) and from this it follows that a higher standard of education and training will be needed; that better communications will have to be developed; that an agreed pattern of development must soon be accepted; that increasing population must be effectively accommodated within the present physical limits; and that much more detailed knowledge of the region is needed so that more detailed plans can be made for the period up to 1981.

The case for and against British membership of the European Economic Community is now being discussed in an increasing flow of publications. Two recent additions to this literature are **Agriculture: the Cost of Joining the Common Market,** by T. K. Warley (59 pages. 7s. 6d., by post 8s. 3d., from Research Publications, 18 Victoria Park Square, Bethnal Green, London, E.2) and **Britain and Europe – How Much Has Changed?** by William Pickles (119 pages. Oxford, Blackwell, 10s. 6d.). Mr. Warley's study is number 3 in the *European Series* being published jointly by Chatham House and PEP, and in it he examines the problems raised for Britain by the Community's Common Agricultural Policy. The policy is described in some detail, and the developments which have taken place in it and in British agricultural policy between 1963 and 1966 are outlined. In order to assess the size of the problem, Mr. Warley makes detailed estimates of the cost if the Common Agricultural Policy were to be applied to Britain in its present form, in terms of its effect on the British balance of payments, the retail price index, gross farm income, and Commonwealth trade. Mr. Warley writes from the position that the question is no longer whether Britain will become a member of the EEC but rather how soon, and on what terms. Mr. Pickles takes a different view, and in his book is concerned to make clear that the changes which have taken place in the EEC since 1962 have done nothing to modify the objections to British membership which many people had at that time. He discusses changes in the Commonwealth, in EFTA, and in relations between Eastern and Western Europe as well as those which have taken place in the EEC and in Britain. Mr. Pickles' arguments lead him to the conclusion that the relationship with EEC which Britain should choose is that of interested and well-disposed onlooker rather than of member state.

Postwar Economic Growth in Japan. Selected Papers of the First Conference of the Tokyo Economic Research Center, edited by R. Komiya. (260 pages. University of California Press. 60s., available from Cambridge University Press.) Eleven contributors discuss aspects of recent Japanese economic growth. The book is divided into five sections covering: public finance and monetary policy, the balance of payments, income distribution and savings, business fluctuations and stabilization policy, and finally, management. A six-page bibliography lists Japanese sources with their English titles. The publications quoted are generally not later than 1963. This book should be useful to economists, businessmen and civil servants. **Japan as a Market and Source of Supply,** by G. C. Allen. (140 pages. Pergamon Press. 30s.), is similarly aimed at these categories of readers together with politicians and students. It begins with an outline of Japan's recent economic development and describes the major features of the economy. Foreign trade is then covered but with emphasis on commercial growth during the last 20 years. Statistical tables support the description of the export and import trades and Japan's relations with her trading partners. A chapter deals with commercial policy. Professor Allen attempts to interpret the observed trends and to analyse the reasons for the recent commercial expansion, and for the changes in the composition of foreign trade including the leading markets and sources of supply. There is a brief select bibliography.

Latin America Your Opportunity. British National Export Council Latin America. (12 pages. B.N.E.C., 6-14 Dean Farrar Street, London, S.W.1. Free). Most of the 20 countries of Latin America are at or are rapidly approaching the stage of development at which they become valuable markets for the industrial and technical equipment that can be supplied by the United Kingdom. This short brochure is designed to allay the many misconceptions about Latin America and to stimulate the interest of British firms of all types and size in the profitable export potential of this area. Some brief statistical data is given and the opportunities that exist are discussed under various headings – development projects, capital equipment, local production, materials for industry, services and consumer goods.

Mission to Greece, Cyprus and Malta. Report of a Delegation from Leicester and County Chamber of Commerce, November 12-23, 1966. (11 pages. The Chamber, 3 Granby Street, Leicester. 5s., post free). This report is the 11th and latest in the series published by the Leicester and County Chamber of Commerce covering missions to countries throughout the world. A book note (*Board of Trade Journal* January 20, 1967, page 145) dealt with the Chamber's recent report on its delegation to Russia and Czechoslovakia in September 1966. The Chamber believes that visits to, and first hand examination of, potential market lead to increased prospects of trade. Although the report noted here comments mainly on the opportunities for the sale of various types of knitwear in Greece, Cyprus and Malta, it is of value and interest to British exporters in general. Several individual company reports are listed giving an indication of the kind of progress that has been made.

Businessman's Guide to Canadian Customs Laws and Procedures. Revised to September 1966, by G. W. Albright. (Albright's Customs Guide Book, 168 Charlotte Street, Ottawa 2, Ontario. $5.50). This book provides a basic introduction and guide to Canadian customs law and practices. Although based upon sections of the Customs Act, the Customs Tariff Act, and the regulations and directives of the Department of National Revenue, the text is written in readable, concise, non-legal terms suitable for the non-specialist reader. The author is a former official of the Customs and Excise Division of the Department of National Revenue and is now a Customs Consultant. The first chapter is devoted to general information (marking regulations, prohibitions, etc.) and subsequent chapters outline the progress from preparation of documentation to import clearance and refund procedures. There are separate chapters on valuation, anti-dumping and miscellaneous regulations. There is a very useful index which, in addition to indicating where the subject matter may be found in the text, also refers to the applicable section of the Customs Act, Customs Tariff Act or other regulations. Although primarily directed to the Canadian importer the book should be of equal interest to all firms who are exporting to Canada and to those who may have considered exporting but were discouraged by the complexity of Canadian valuation, anti-dumping and other regulations.

Profit in Canada. Some Case Studies of Success. British National Export Council Canada. (24 pages. B.N.E.C., 6-14 Dean Farrar Street, London, S.W.1. Free). Canada is one of the richest and most rapidly developing countries in the world and Canadians are very willing to buy British goods when price, quality and delivery are satisfactory. Export success in this market is therefore very rewarding. The case histories given in this pamphlet are particularly useful in the light of the major British sales drive that will take place in Canada during 1967. These studies contributed by 32 leading British firms demonstrate the modern marketing techniques required and underline the factors needed for profitable sales in Canada: meeting delivery dates, making personal visits, provision of technical literature, maintenance of adequate stocks and a reliable spares service. Firms planning to sell in Canada for the first time and businessmen already in the market will find these accounts of interest and value.

Fayol on Administration, by M. B. Brodie. (58 pages. Lyon Grant and Green Ltd., 22 South Audley Street, London, W.1, 10s. 6d.). Henri Fayol's best known contribution to the literature of administration was his *Administration Industrielle et Générale*, first published in 1916, of which an English translation by Constance Storrs, *General and Industrial Management*, was published by Pitman in 1949. Mr. Brodie's aim in this book has been to study Fayol's interests in the philosophy of administration, in problems of organization and management in the public sector, and in the teaching of administration, offering material which is new to the reader in English and providing a more comprehensive view of Fayol's ideas than has hitherto been available. Mr. Brodie is Director of Research at the Administrative Staff College, and this book is issued as *An Administrative Staff College Monograph.*

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have received instructions from Messrs Crarae Granite Co. Ltd., who are giving up business, to Sell by Auction, as above.

On View Day prior to Sale. Catalogues from Auctioneers.

Hamilton, April 1967. Tel. No. Hamilton 23063.

Scottish Plant Owners' Association EIGHTH ANNUAL SALE BY AUCTION

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AT PLANT SITE, CARMYLE AVENUE, (Off London Road,) GLASGOW, E.2,

on THURSDAY 27th APRIL, 1967,
at 10.30 a.m. prompt.

ON VIEW DAY PRIOR TO SALE

SHIRLAW, ALLAN & CO.,
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5 KEITH STREET, HAMILTON.

Hamilton, April 1967. Tel. No. Hamilton 23063.

THE PATENT OFFICE

In addition to handling some 82,000 *Patent, Trade Marks and Designs applications yearly, the Patent Office offers to industry a wide range of publications. These include the* Official Journal (*Patents*), the Trade Marks Journal, British Patents Specifications, Abridgments of Patent Specifications (*with drawings*), Reports of Patent, Design and Trade Mark Cases, *and 50-year subject matter file lists of British Patent Specifications.*

Details of these and other publications may be obtained by post from Sale Branch, The Patent Office, Block C, Station Square House, St. Mary Cray, Orpington, Kent, or by personal application at the Public Sales Counter of the Patent Office, 25 *Southampton Buildings, London, W.C.2.*

Receipts from sales amount to some £450,000 *annually. You may well find information your firm needs among the Patent Office publications.*

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DEPT. 2A., BYARD LANE, BRIDLESMITH GATE, NOTTINGHAM.
Tel: Nottingham 54272 (10 lines)

Government surplus sales by auction

MINISTRY OF DEFENCE

1967	Stores	Location	Auctioneers
April 27 & 28	**Commercial and private vehicles, miscellaneous stores.**	**Ordnance Disposals Depot, Bowhouse, Hurlford, by Kilmarnock, Ayrshire.**	**Dixon & Wallace (Dept. L), Bank Buildings, Graham Square, Glasgow, E.1. (Tel. Bridgeton 2447.)**

Saloon and estate cars; Land Rovers; tractors; trailers;mtrucks; cranes; self-propelled and trailer fire pumps and fire service equipment; recovery equipment including blocks, tackle, winches, etc.; machine tools and lathe turning tools; electric motors; ammunition boxes; binoculars; telescopes; watches; hand tools and tool kits; lead acid batteries; clothing and textiles; furniture; kitchenware; and a large assortment of miscellaneous stores.

May 9 & 10	**Vehicle, machine tools, miscellaneous stores.**	**Ordnance Storage & Disposal Depot, Branston, Nr. Burton-on-Trent.**	**Arnold & Son (Dept. L), Modwena House, 13 Market Place, Burton-on-Trent, Staff. (Tel. Burton-on-Trent 5061.)**

Austin 'Champs'; Land Rovers; Morris petrol engines; trucks and tractors; recovery vehicles; trailers; 14-ton gantry; vehicle spares; hydraulic servicing trolleys; electric motors; elevating traverse motors; machine tools including pedestal drilling machines; universal, cylindrical and surface grinding machines; 3½- to 6-in. SS and SC lathes; hacksawing machines; presses; horizontal and vertical milling machines; woodworking machines; vehicle tyres; suction hose (8-ft. lengths); shaped canvas covers; and a large assortment of miscellaneous stores.

May 18 .	**Aircraft spares, electronic equipment . .**	**No. 24 Maintenance Unit, RAF, Carlisle .**	**Harrison & Hetherington (Dept. L), Botchergate, Carlisle. (Tel. 26292.)**

Plant and stores including various aircraft and MT spares; vehicle doors; carburettors; fuel pumps; oil filters; cam boxes; governor assemblies; Bridge portable power shears; test sets; batteries; transformers; power units; control units; amplifiers; junction boxes; plugs and sockets; starter motors; wavemeters; generators; rectifiers; fan assemblies; receivers; battery chargers; dynamos; air blowers; oscillators; condensers; electronic valves; binoculars; telescopes; aircraft clocks; stop and pocket watches; compasses; barometers; thermometers; slide rules; micrometers; vernier calipers; oscilloscopes; air mileage units; engine stands; pallets; various paints; tools; chairs and tables; rack assemblies; telephone equipment; oxygen equipment; nuts, bolts and washers; welding electrodes; crimping tools; solder; cable; vices; waxed cardboard cylinders; insulating tape, etc.

May 23 & 24	**Machine tools, electronic equipment, miscellaneous stores.**	**Royal Ordnance Factory, Royal Arsenal, London, S.E.18.**	**Fuller, Horsey Sons & Cassell (Dept. L), 10 Lloyds Avenue, London, E.C.3. (Tel. Royal 5861.)**

Electronic stores including amplifiers; alternators; test sets; transformers; recorders; valves; condensers, etc.; ball and roller bearings; machine tools including centre and capstan lathes; pillar and bench drills; circular and band saws; planing, punching and shearing machines; grinders; teleprinters and equipment; galvanized wire; wire rope; wireless equipment; trailer fire pumps; miscellaneous furniture including tables; sideboards; wardrobes; dressing chests; bedside lockers, etc.; china and glassware; kitchenware; MT spares; tyres; various tools; telephone equipment; clothing and textiles including BD blouses; greatcoats; raincoats; boots and shoes; jackets; shorts and trousers; jerseys, jerkins and drawers; blankets; mattresses; old webbing, canvas and hessian; mixed rags; berets, etc.; gravity rollers and stands; electric repair shop trailers; trailer mounted generator sets; Lancia outboard motors; 550 binoculars; steel and aluminium lockers; air conditioning units; and a large assortment of other miscellaneous stores.

Catalogues of the above sales may be obtained from the relevant auctioneers 14 days prior to the date of sale, price 1s. 0d. (postal order only).

MINISTRY OF PUBLIC BUILDING AND WORKS

1967	Description of Goods	Location	Auctioneers
May 2 .	Office and miscellaneous furniture, engineering and electrical equipment, domestic canteen and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex.	Clifford and Clifford Ltd., 28 Ealing Road, Wembley, Middlesex. (Tel. Wembley 3212/4.)

Catalogues: price 6d. Direct from auctioneer. View days: Day preceding and morning of sale.

PHOTOGRAPHS FOR THE JOURNAL

The Editor will be glad to consider prints of industrial photographs suitable for publication in the Board of Trade Journal.
Black and white prints. *These should be 'action' photographs showing UK goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of UK businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*
Colour photographs: *Four-colour illustrations with an export angle and for which blocks are available will be considered for use as coloured cover illustrations.*

Statistics

The economy: selected indicators

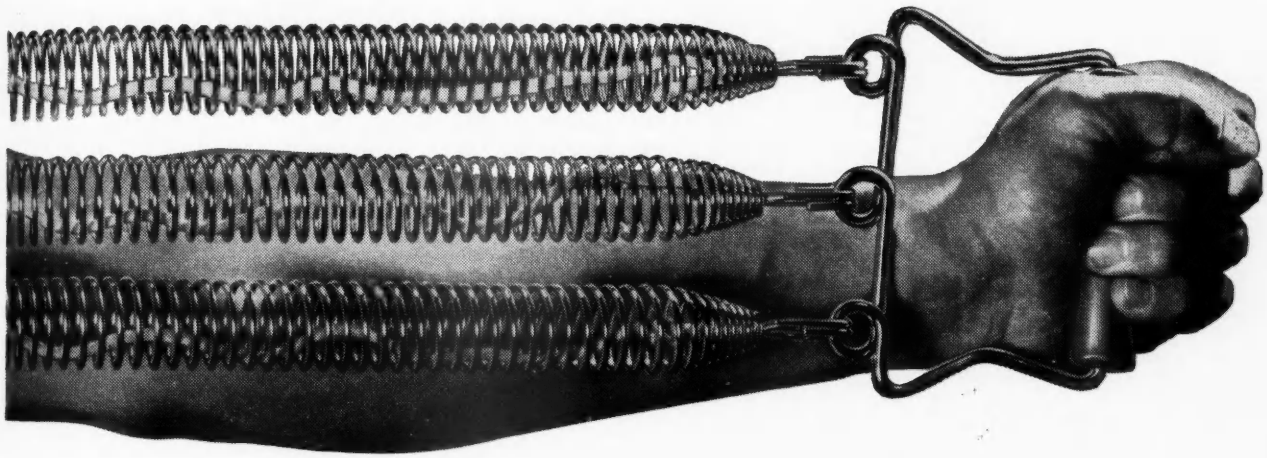
Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	20,091	—	16,073	15,365	15,365	9,140	3,485	922	688	587	1,212				
1961	113	114	122	116	111	100	130	130	138	139	122	+326	+224	+36	+29
1962	114	115	127	123	114	100	129	119	134	143	125	+ 77	+ 22	+22	+14
1963	118	119	135	130	119	103	131	104	144	146	131	+216	+113	+29	+53
1964	125	128	145	139	123	106	154	118	170	185	150	+579	+354	+72	+47
1965	128	132	155	148	126	108	159	130	166	190	156	+340	+217	+19	+43
1966	130	133	162*	156*	128*	109	160*	131	162	184	167	+238*	+112	+ 3	+ 6
1965															
2nd quarter	127	131	153	146	124	107	158	124	170	187	156	+ 93	+ 82	— 5	+ 3
3rd quarter	128	132	155	150	126	108	157	131	158	190	153	+108	+ 61	+21	+17
4th quarter	130	133	158	151	126	109	161	131	168	189	158	+ 80	+ 35	+13	+14
1966															
1st quarter	131	134	166	155	130	110	159	135	165	181	159	+ 89	+ 53	N/C	+19
2nd quarter	130	133	161	157	129	110	160	127	166	184	166	+ 61	— 11	—15	+26
3rd quarter	130	134	159	156	126	109	163	132	163	183	174	+ 96	+ 84	+20	—15
4th quarter	130*	131	161*	157*	126*	109	159*	130	154	188	168	— 8*	— 13	— 1	—24
1966															
August		135				109									
September		132				108									
October		131				108									
November		130				109									
December		131				109									
1967															
January		132*				109									
February						109									

	ORDERS		PRICES AND COSTS					LABOUR						
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry:		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
	at 1958 prices												
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	Series shown in thousands			1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—				3,834	3,250	
1961	122	104	114·5	+3·4	104·4	119·1	130·3	305	213	24,072	119	117	— 5
1962	117	100	119·3	+4·2	103·0	120·6	136·3	422	149	24,208	121	120	+101
1963	136	117	121·7	+2·0	104·5	121·4	141·3	500	144	24,267	130	130	+107
1964	162	124	125·7	+3·3	108·6	124·7	148·5	361	221	24,606	148	136	—393
1965	165	121	131·8	+4·9	110·6	129·5	157·9	309	265	24,837	150	145	—109
1966	153	104*	136·9	+3·9	114·5	133·0	168·4	325	255		158	155	— 61
1965													
2nd quarter	166	127	132·0	+5·2	111·0	129·1	156·2	304	274	24.800	152	141	— 71
3rd quarter	165	117	132·6	+4·8	110·5	129·9	159·9	321	265	24,837	153	147	— 37
4th quarter	165	121	133·5	+4·6	111·5	130·5	161·9	305	269	24,967	153	151	+ 7
1966													
1st quarter	164	122	134·4	+4·3	113·7	131·4	165·9	279	279	24,919	159	153	— 42
2nd quarter	161	127	137·0	+3·8	116·8	133·1	168·1	282	282	24,930	155	146	—104
3rd quarter	159	109	137·5	+3·7	114·6	133·8	169·8	322	253		161	157	— 50
4th quarter	153	104*	138·6	+3·8	113·0	133·5	169·8	417	206		147	164	+135
1967													
1st quarter					112·0*	133·5*		458	188		164*	166*	
1966													
August	160	115	137·8	+3·8	114·2	133·8	169·8	318	255		164	163	
September	159	109	137·6	+3·6	112·8	133·8	169·8	344	235		154	159	
October	158	105*	137·9	+3·8	113·3	133·5	169·8	377	217		150	163	
November	155	107*	138·8	+4·0	113·3	133·5	169·8	424	201		137	169	
December	153	104*	139·0	+3·7	112·4	133·5	169·8	449	200		157	158	
1967													
January	153*	106*	139·2	+3·6	112·5	133·6	170·9	454	191		172	174	
February			139·4	+3·7	112·4*	133·6*	171·3	454	188		163	167	
March					111.2*	133·4*		467	184		157*	157*	

*Provisional. †Not seasonally adjusted.

Room to EXPAND?



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United Kingdom trade in March

Summary

EXPORTS in the first quarter were 1 per cent higher in value than in the previous quarter and 7 per cent higher than the average rate for last year. The disturbance following the removal of the temporary import charge continues to make the trend in imports uncertain. They fell back further in March and over the six months October-March they averaged 2 per cent less than the rate in the first three-quarters of last year.

Visible trade balance

In March the visible trade deficit, seasonally adjusted, was £12 million. In the first quarter the trade deficit averaged £7 million a month. In the year 1966 the deficit averaged £9 million a month and in 1965 £22 million a month.

Table 1 (A). United Kingdom trade

Seasonally adjusted values — £ million per month

	Exports f.o.b.	Imports c.i.f.		Re-exports f.o.b.	Visible trade balance†
		Total	Excluding U.S. military aircraft, etc.		
1964	368		475	13	—45
1965	394		479	14	—22
1966	420		496	16	— 9
1965 1st quarter	384		457	13	—12
2nd quarter	381		484	13	—41
3rd quarter	399		487	15	—25
4th quarter	412		489	16	—11
1966 1st quarter	416		507	16	—24
2nd quarter	395		495	16	—34
3rd quarter	426		513	16	—20
4th quarter	444	470	470	17	+41
1967 1st quarter*	450	524	523	16	— 7*
1966 October	444		474	18	+38
November	461		433	16	+92
December	427	503	502	16	— 7
1967 January	471	550	550	18	— 6*
February	453	522	522	15	— 1*‡
March*	424	500	498	14	—12*
1966 4th quarter	444	470	470	17	+41
1967 1st quarter*	450	524	523	16	— 7*

* Provisional estimates.
† Excluding transactions relating to U.S. military aircraft financed by Exim Bank credit (see Notes).
‡ Revised estimates.

Table 1 (B)

Recorded values — £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1965 1st quarter	374·0	464·9	13·6
2nd quarter	401·7	487·0	14·0
3rd quarter	380·6	476·1	14·0
4th quarter	419·7	489·0	15·9
1966 1st quarter	422·2	514·9	16·9
2nd quarter	399·4	498·0	16·3
3rd quarter	400·9	499·7	14·1
4th quarter	458·2	472·0	17·3
1967 January	450·7	579·7	16·2
February	438·6	488·0†	13·3
March*	444·4	542·3	16·9

* Provisional estimates.
† Revised estimates.

United Kingdom Exports by Areas

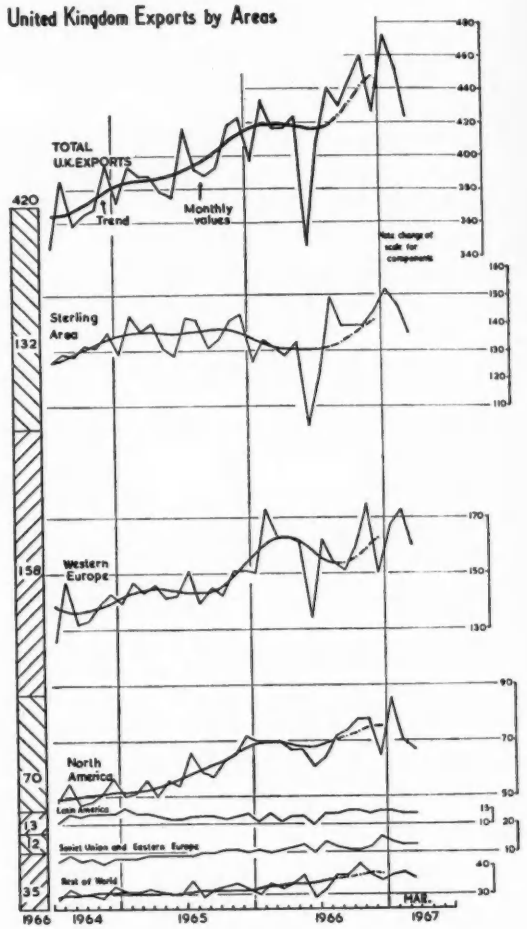


Table 2. United Kingdom exports: areas†

Seasonally adjusted £ million f.o.b. monthly averages or calendar months.

	Total	Sterling Area	Western Europe			North America	Latin America	Soviet Union and Eastern Europe	Rest of World
			Total	EEC	EFTA				
1966 Year	420	132	158	80	62	70	13	12	35
1st quarter	416	130	162	83	63	70	12	11	32
2nd quarter	395	121	153	76	59	65	12	12	33
3rd quarter	426	137	156	77	60	70	14	12	35
4th quarter	444	140	161	82	63	73	15	13	38
1967 January	471	152	167	85	63	86	15	14	38
February	453	146	173	82	70	70	14	13	38
March*	424	136	160	81	64	67	14	13	36
1966 4th quarter	444	140	161	82	63	73	15	13	38
1967 1st quarter*	450	145	167	82	67	75	14	13	37

* Provisional estimates.
† Burma is included with the 'Rest of the World' and from January 1966, figures for Rhodesia have been excluded from the sterling area and included with those for the 'Rest of the World.'

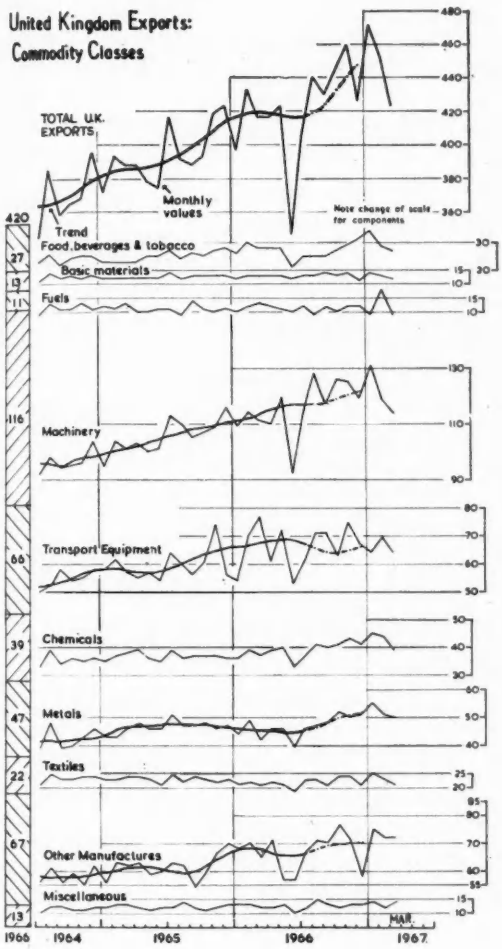
Exports

Exports in March were £424 million, seasonally adjusted. The average for the first quarter, at £450 million, was 1 per cent higher than in the last quarter of 1966. The sharp rise in exports since last summer has brought the average level in January to March to some 7 per cent above the average of £420 million a month for the year 1966.

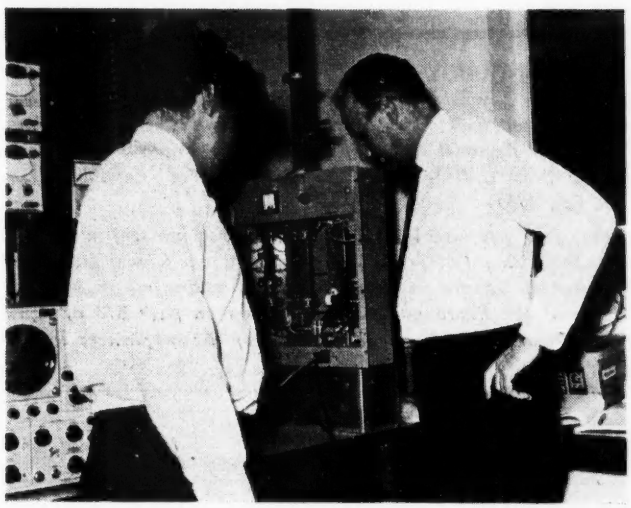
Deliveries to the sterling area increased further in the first quarter; the rise was almost entirely in exports to the smaller sterling area countries. There was also some further rise in exports to North America, but deliveries to this market, and in particular to the United States, may now be growing less rapidly after the large increases over the past two years, partly owing to a decline in aircraft deliveries. Exports to EFTA countries have also continued to increase but total exports to the Common Market countries showed little growth in the first quarter and exports to Western Germany fell sharply.

Exports of most classes of manufactured goods were higher in the first quarter of 1967 than in the previous three months. There was, however, a fall of 2 per cent in exports of machinery, although they were still about 9 per cent higher than in the first quarter of 1966. Exports of road motor vehicles recovered in the first quarter from their slight fall towards the end of last year. Shipments of food and live animals were 13 per cent higher in the first quarter than in the previous three months, but deliveries of drink and tobacco were 7 per cent lower.

(Continued on next page)



EXPORT ORDER FROM NORWAY



The first of a series of microwave television links, forming a total £18,000 *order awarded to Microwave Associates Ltd., Luton, was recently shipped to Norway. The Norwegian Telegraph Administration will use these all-solid state fixed links to augment television coverage in Norway and to replace existing monochrome links in preparation for the introduction of colour television. Seen here making the final acceptance test on the equipment is NTA engineer, Mr. Nilsen (right) and with him Mr. N. Page of Microwave Associates.*

Table 3. United Kingdom exports: commodity classes

Seasonally adjusted £ million f.o.b. monthly averages or calendar months

	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactures								Miscellaneous
					Total	Machinery and transport equipment				Chemicals	Metals and misc. metal manufactures	Textiles	Other manufactures	
						Total	Machinery	Road motor vehicles	Other transport equipment					
1966 Year	420	27	13	11	356	182	116	48	18	39	47	22	67	13
1st quarter	416	28	13	12	349	178	111	47	20	37	45	21	68	13
2nd quarter	395	26	13	11	333	169	107	46	16	37	44	21	62	12
3rd quarter	426	25	13	11	365	186	120	51	16	39	47	22	69	13
4th quarter	444	29	13	11	377	193	124	48	20	42	51	23	69	13
1967 January	471	34	14	9	404	202	131	53	11	45	55	25	75	14
February	453	29	13	18	381	190	119	51	19	44	51	23	72	12
March*	424	27	12	9	357	176	114	49	18	39	50	21	72	14
1966 4th quarter	444	29	13	11	377	193	124	48	20	42	51	23	69	13
1967 1st quarter*	450	30	13	12	381	189	121	51	16	43	52	23	73	14

*Provisional estimates.

UNITED KINGDOM TRADE, *continued*

Imports

Imports in March were £500 million, seasonally adjusted; excluding arrivals of military aircraft from the United States they were £498 million. The March figure represented a further fall from the high figures which followed the removal of the temporary import charge at the end of November last year. Taking the last six months together, imports averaged £496 million, compared with £505 million during the first nine months of last year. This 2 per cent reduction was spread over a number of categories. Imports of basic materials were 8 per cent lower and those of chemicals and of other semi-manufactures – two categories which had been affected by the charge – were respectively 3 and 4 per cent lower. Imports of food, drink and tobacco showed little change but fuel imports were 4 per cent higher and finished manufactures, the third broad category chiefly affected by the charge, rose by 3 per cent.

Imports from most of the main groups of countries were lower on average during the past six months than during the first nine months of 1966.

EXPORT INQUIRIES

Most of the detailed information which British traders may need to help them sell their goods overseas can be obtained by contacting the nearest Regional Office of the Board of Trade or the Export Service Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).

It may save you time if your export inquiries are sent in the first place to the Board of Trade rather than to Trade Commissioners or Commercial officers overseas. A list of addresses of Regional Offices of the Board of Trade was given on page 878 of April 7 issue, and also appears on page 51 of the supplement to this week's issue.

Imports by Commodity Classes

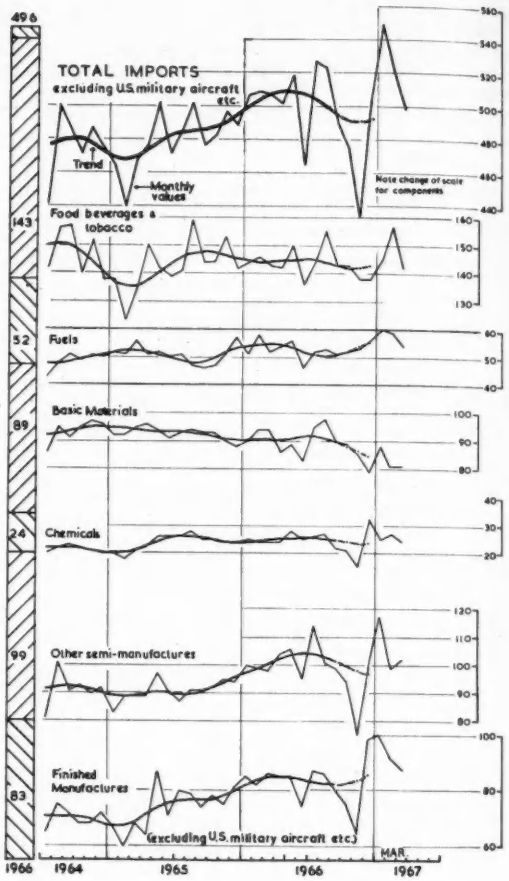


Table 4. Imports: commodity classes

Seasonally adjusted £ million c.i.f. monthly averages or calendar months

	Total	Total excluding US military aircraft, etc.	Food, beverages and tobacco	Fuels	Industrial materials				Finished manufactures		Miscellaneous
					Total	Basic materials	Chemicals	Other semi-manufactures	Total	Excluding US military aircraft, etc.	
1966 Year	496		143	52	212	89	25	99	83		7
1st quarter	507		144	54	216	92	24	99	84		8
2nd quarter	495		142	52	213	86	26	102	82		6
3rd quarter	513		147	52	224	94	25	105	84		6
4th quarter	470	470	140	51	196	84	23	89	79	79	7
1967 January	550	550	145	60	231	88	25	117	100	100	9
February	522	522	157	59	207	81	27	99	91	91	7
March*	500	498	142	54	208	81	24	102	89	87	5
1966 4th quarter	470	470	140	51	196	84	23	89	79	79	7
1967 1st quarter*	524	523	148	58	215	83	26	106	93	92	7

*Provisional estimates.

Problems of Progress in Industry

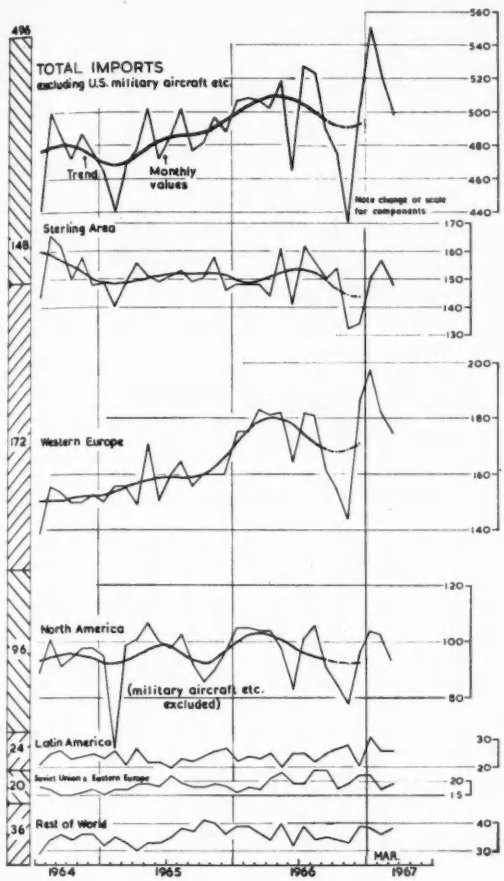
A series of booklets whose aim is to present briefly and simply the results of new research into the social, economic and technical problems of industrial progress. Titles include: No. 9 Automation and Skill **6s. 6d.** (7*s.*), No. 10 Woman, Wife and Worker **2s.** (2*s.* 3*d.*), No. 11 Money for Effort **1s. 9d.** (2*s.*), No. 12 Human Sciences Aid to Industry **2s.** (2*s.* 3*d.*), No. 13 The Supervisor and His Job **3s.** (3*s.* 5*d.*), No. 14 Teaching Machines and Their Use in Industry **3s.** (3*s.* 5*d.*), No. 15 Training the Adult Worker **3s. 6d.** (3*s.* 11*d.*), No. 16 How Research Can Help Training **1s. 6d.** (1*s.* 9*d.*), No. 17 Subjective Standards in Industrial Inspection **2s. 3d.** (2*s.* 6*d.*)

Prices in brackets include postage.

Government publications can be purchased from the Government Bookshops in London (post orders to PO Box 569, S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.

HMSO

Imports by Areas



CONTRACT FROM KABUL

A contract valued at about £2.4 million for the design and construction of a fully-equipped seven-storey luxury hotel at Kabul, capital of Afghanistan, has been awarded to Taylor Woodrow International Ltd. by the Mailmapal Hotel Company. Work will begin shortly, with completion due in 1969. Design is by Taylor Woodrow International Ltd., who will operate the contract through a consortium between Taylor Woodrow of Afghanistan Ltd. and Afghan Construction Unit, Kabul. Consulting architects are Paton, Pitt and Associates; structural engineers, Phillips Consultants Ltd., and consulting engineers, John Harvey and Partners. The picture is an artist's impression of the seven-storey main building to contain 190 bedrooms, a royal suite (right-hand section of top floor), shops and amenities, with swimming pool on right. Left foreground is a two-storey podium block to house banqueting and conference halls and further amenities. Behind and left of the hotel is the former Royal Summer Palace, now a restaurant.

Table 5. Imports: areas†

Seasonally adjusted £ million c.i.f. monthly averages or calendar months

	Total	Total excluding US military aircraft, etc.	Sterling Area	Western Europe	North America		Latin America	Soviet Union and Eastern Europe	Rest of World
					Total	Excluding US military aircraft, etc.			
1966 Year		496	148	172		96	24	20	36
1st quarter		507	148	178		105	23	17	38
2nd quarter		495	149	176		95	23	21	35
3rd quarter		513	156	175		99	24	22	36
4th quarter	470	470	140	162	86	85	25	19	35
1967 January	550	550	151	198	105	104	31	22	38
February	522	522	157	182	104	103	26	17	36
March*	500	498	148	175	97	94	26	19	38
1966 4th quarter	470	470	140	162	86	85	25	19	35
1967 1st quarter*	524	523	152	185	102	101	27	19	37

*Provisional estimates.
†Burma is included with the 'Rest of the World' and from January 1966, figures for Rhodesia have been excluded from the sterling area.

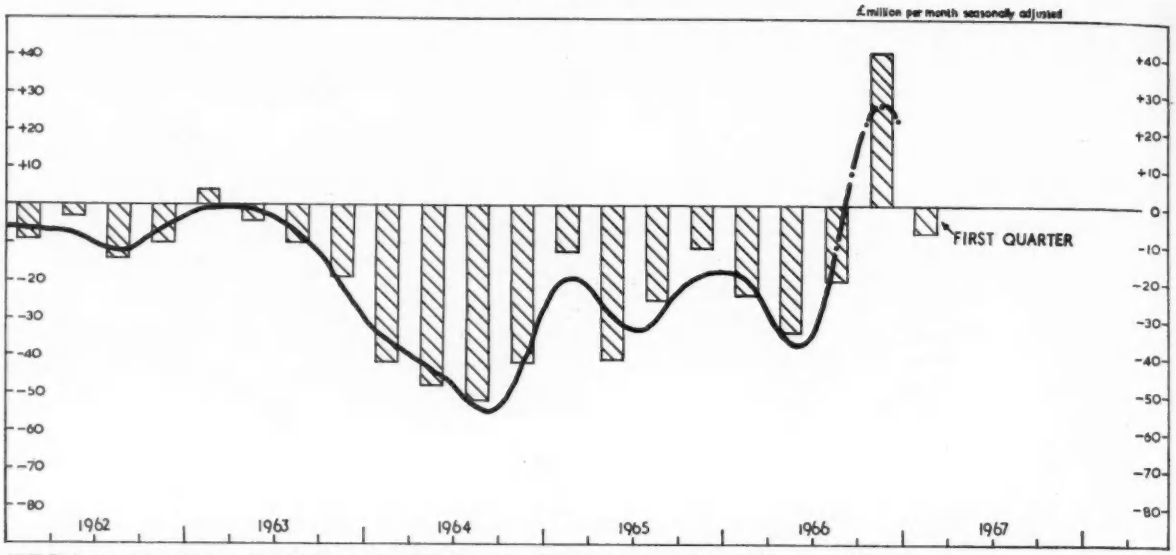
DETAILED STATISTICS OF UNITED KINGDOM OVERSEAS TRADE

Each month the Overseas Trade Accounts give a considerable amount of detail about United Kingdom imports, exports, re-exports and commodities and, for many of them, the most important countries of consignment.

The information in the accounts is, in fact, a summary of much more detailed information. This is derived from declarations made by traders to HM Customs and Excise under the descriptions in the Statistical Classification for Imported and Re-exported Goods (which has about 3,000 headings) and the Export List (2,900 headings); there are 192 specified countries of consignment.

This fully detailed information is not published on a monthly basis, but, when circumstances allow, HM Customs and Excise can supply detailed information about trade under individual headings of the Import Classification and the Export List and with individual countries or through United Kingdom ports, either for particular months or for longer periods. A charge is made which covers the cost of the service. Application should be made to the Statistical Office (Bill of Entry Section), HM Customs and Excise, 27 Victoria Avenue, Southend-on-Sea (Tel. Southend (O.SO2) 49421, Ext. 316 for Imports and Re-exports, Ext. 314 for Exports, telex 9912 CUSEX Southend).

VISIBLE TRADE BALANCE



NOTE: The level of the trend line for each month takes into account figures for the seven months before and after that month. (For the period before the monthly series begins quarterly figures have been used) A provisional trend for the first four of the last seven months is shown by a broken line.

NOTES:

(1) Visible trade balance

(a) The figures for the visible trade balance are on a balance of payments basis and are estimates and liable to revision. They are only published seasonally adjusted. In order to obtain the best guidance as to the trend of the trade balance, figures for several months should be taken together. This series is intended as a substitute for the crude 'trade gap' which, being the difference between imports (c.i.f.) and exports plus re-exports (both f.o.b.), is misleading in that the import valuation includes insurance and freight, which insofar as they are paid abroad, are included in the invisibles account in the balance of payments. There are also smaller adjustments, for example in allowance for goods not covered by the Trade Accounts.

The total current account in the balance of payments comprises two main components, the visible trade account, and the invisibles account. The latter is usually in significant surplus; over the five years 1961-1966 it averaged £150 million a year.

(b) Purchases of US military aircraft

The calculation of the visible trade balance excludes transactions, whether deliveries or payments, relating to the purchase of United States military aircraft (including some missiles) which are being financed by the special United States Exim Bank credit. The effect of these transactions on the balance of payments accounts is to be shown in the quarterly balance of payments statistics published in *Economic Trends*.

(2) Detailed particulars of United Kingdom imports, exports and re-exports will be published on April 27*, and further analysis of the figures will be found in the form of tables in the monthly Report on Overseas Trade† for May, due to be published on or about May 30.

*Accounts relating to the Overseas Trade of the United Kingdom, March 1967. HMSO, price 30s., by post 31s.

†Report on Overseas Trade, published by HMSO, price 4s., by post 4s. 5d. Annual subscription £2 14s., including postage.

Business Monitor: Production Series

THE FOLLOWING TITLES and issues of Business Monitor Production Series are now available, and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1:

Monthly at £1 a year, post free:

Clothing for January 1967.
Gramophone Records for January 1967.
Boxes, Cartons and Fibreboard Packing Cases for January 1967.
Footwear for February 1967.
Railway Carriages and Wagons for January 1967.
Wood Chipboard for February 1967.
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Electric Light Fittings for October-December 1966.
Cranes for July-September 1966.
Synthetic Resins and Plastics Materials for October-December 1966.

90,000 foreign visitors to Britain in February

NEARLY 90,000 foreign visitors came to Britain in February – 17,000 more than in the same month of 1966. The British Travel Association report that the February arrivals brought the total number of foreign visitors to Britain in the first two months of 1967 to 180,000 – a rise of 29,000 (19 per cent) on the period.

Visitors from European countries in February numbered 60,000, an increase of 13,000 on the month which brought the total number of European visitors to Britain in the first two months of the year to 118,000; this is a rise of 19,000 (19 per cent) on 1966. The number of visitors from the United States in February rose by more than 2,000 to 21,000, bringing the total for the first two months of the year to 44,000. This is an increase of 6,000 (16 per cent) on the period. Final details of the numbers of arivals from British Commonwealth countries in the first two months of this year are not yet available, but it is estimated that these were also considerably higher than in the same period of 1966.

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Sales by wholesale textile houses

SALES BY WHOLESALE textile houses in February showed a decrease of 3 per cent on a year earlier, compared with decreases of 6 per cent and 14 per cent in January and December respectively.

The value of stocks at the end of February was 9 per cent higher than a year earlier.

Notes:

These statistics are prepared by The Textile Distributors' Association. Inquiries should be addressed to the Secretary, The Textile Distributors' Association, 75 Cannon Street, London, E.C.4 (Tel. City 4444).

Table 1. Total sales and stocks

Index numbers (average 1950 = 100) and percentage changes compared with a year earlier.

	Value of sales (Total Home Trade)		Value of stock (at end period) (b)	
		%		%
1965 Year	113	+ 1	..	..
1966 Year	110	— 3	..	..
1966 1st quarter	100	+ 2	146	— 3
2nd quarter	100	— 3	137	Nil
3rd quarter	111	— 2	161	+ 8
4th quarter	128	— 7	140	+18
1966 February	92	+ 2	142	— 4
March	138	+ 1	146	— 3
April	104	— 7	140	— 2
May	103	— 2	143	— 1
June	93	+ 1	137	Nil
July	79	Nil	147	+ 3
August	104	+ 3	159	+ 3
September	149	— 6	161	+ 8
October	144	— 3	150	+11
November	133	— 6	149	+14
December	107	—14	140	+18
1967 January	67	— 6	143	+15
February	89	— 3	154	+ 9

Table 2. Analysis by department

Percentage of corresponding values for 1966.

	Sales		Stocks (b)
	Feb. 1967	Jan. 1 to Feb. 28	Feb. 1967
Women's knitted outerwear, blouses and skirts	98·9	95·0	116·7
Women's coats, costumes, furs and raincoats	95·3	92·0	107·3
Women's underwear	92·0	88·8	104·2
Women's hose and children's socks	94·4	93·5	138·0
Women's millinery	90·6	86·5	84·7
Haberdashery, ribbons and wool	90·8	90·9	112·6
Children's wear	94·8	94·2	117·8
Men's and boys' shirts, pyjamas and outfitting	98·0	98·6	105·4
Gloves	84·2	77·2	87·5
Piece-goods and nets	92·2	88·6	93·1
Household textiles	102·2	98·4	85·9
Floor-coverings, furniture and hardware	99·5	101·8	90·3
Grand total (a)	97·5	95·9	108·5

Notes: (a) Including some items not included among the sub-headings. (b) Values at cost.

Orders in the footwear industry

THE STATISTICS for the first two months of 1967 suggest some revival of ordering in the footwear trade. Order books at the end of February were 7 per cent more than at the end of January and, despite a severe contraction during the second half of 1966, have recovered to be only 1 per cent less than at the end of February 1966. New orders received in February were higher than deliveries; in the first two months of 1967 the rate of receipt of net new orders was 13 per cent more than in the same two months of 1966 and the rate of deliveries 4 per cent less.

Care should be exercised in the interpretation of these statistics, which are available by total pairage only: no allowance is therefore possible for the differing values of the various types of footwear. A more detailed explanation of these statistics is given in the comment introducing the series in the issue of the *Board of Trade Journal* for March 24, 1967 (page 775). A breakdown of deliveries by types of footwear in pairage terms is published in the Board of Trade Business Monitor Production Series (Reference P17).

Orders in the footwear industry (a)

million pairs

	Orders-on-hand (end of period)	Net new orders	Deliveries
1964	35·8	..	16·8
1965	39·9	16·8	16·5
1966	33·9	15·7	16·2
1964 1st quarter	49·8	..	17·0
2nd quarter	52·5	17·4	16·5
3rd quarter	32·4	10·7	17·4
4th quarter	35·8	17·8	16·6
1965 1st quarter	36·7	16·5	16·2
2nd quarter	42·9	17·9	15·8
3rd quarter	32·8	13·3	16·7
4th quarter	39·9	19·6	17·3
1966 1st quarter	40·4	17·5	17·4
2nd quarter	46·5	17·4	15·4
3rd quarter	28·7	10·2	16·1
4th quarter	33·9	17·5	15·8
1965 December	39·9	14·2	14·6
1966 January	36·6	12·2	15·5
February	36·4	18·6	18·8
March	40·4	21·8	17·8
April	43·7	19·0	15·7
May	46·8	18·8	15·7
June	46·5	14·5	14·8
July	39·3	8·0	15·2
August	34·5	9·4	14·2
September	28·7	13·2	19·0
October	30·2	19·4	17·9
November	34·7	22·0	17·5
December	33·9	11·2	12·0
1967 January*	33·4	14·2	14·7
February*	35·9	20·7	18·2

(a) The monthly figures have been adjusted to allow for differences in the length of the working months but not for holidays or for any other seasonal variations; the annual and quarterly figures of net new orders and deliveries are monthly averages.
*Provisional.

Monthly Digest of Statistics

Prepared by the Central Statistical Office in collaboration with the Statistics Division of Government Departments, this digest is designed to provide industrialists and business executives with invaluable statistics relating to the economic situation in the United Kingdom. It contains a regular series of detailed statistics on a wide range of subjects which include the following:

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Further details from:

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12a Maddox Street, London, W.1
(Telephone: 01-493 5311)

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 and 1964 during the week ended Friday, April 14, 1967.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
BRITISH					
Paddle to the Sea	Br/E 32207	28	April 11	Rank Film Distributors Ltd.	National Film Board of Canada
Ferret	Br/E 32208	27	April 11	" "	Rank Films Distributors Ltd. on behalf of Central Office of Information
Look at Life Series 33:					
Ark in the Sky	Br/E 32213	10	April 14	" "	Rank Film Distributors Ltd.
Casino Royale	Br/E 32214	131	April 14	Columbia Pictures Corp. Ltd.	Famous Artists Productions Ltd.
Movietone News 1974	Br/E 31892	7	April 14	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 1974A	Br/E 31893	8	April 14	" "	" "
Pathe News 67-29	Br/E 31958	7	April 14	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 67-30	Br/E 31959	7	April 14	" "	" "
FOREIGN					
The Honey Pot	F 32200	150	April 10	United Artists Corp. Ltd.	Famous Artists Productions
Hombre	F 32201	110	April 10	Twentieth Century-Fox Film Co. Ltd.	Hombre Productions Inc.
Watch the Butterfly	F 32202	5	April 10	" "	Terrytoons Inc.
Fistful of Dollars	F 32203	95	April 10	United Artists Corp. Ltd.	Jolly Film S.R.L., Rome, Constantin Film, Munich, and Ocean Film, Madrid
It's a Bird's Life	F 32204	10	April 11	Rank Film Distributors Ltd.	Universal International Films Inc.
Sissy Sheriff	F 32205	6	April 11	" "	" "
Vicious Viking	F 32206	6	April 11	" "	" "
No Orchids for Lulu	F 32209	91	April 12	D.U.K. Films Ltd.	Otto Rurer, Vienna Film Produktion, Vienna
Red Tomahawk	F 32210	74	April 13	Paramount Film Service Ltd.	Paramount Pictures Corp.
Swinging London	F 32211	17	April 13	" "	" "
One Man's Way	F 32212	105	April 14	United Artists Corp. Ltd.	Frank Ross Productions Inc.

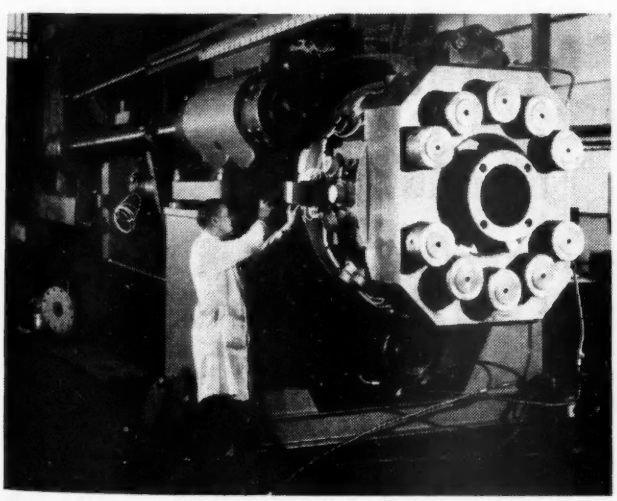
EDC project on attainable production targets

THE ECONOMIC Development Committee for the Clothing Industry intend to appoint Kurt Salmon and PE Associates Ltd. to carry out their project on attainable production targets. The object of the project is to obtain and publish the actual production times for specific garments achieved by advanced firms to be selected in certain overseas countries and in Britain, and a range of production times achieved by firms in this country making broadly similar articles. This is intended to stimulate British manufacturers to re-examine their own times and production methods. The EDC hopes to publish the results early in 1968.

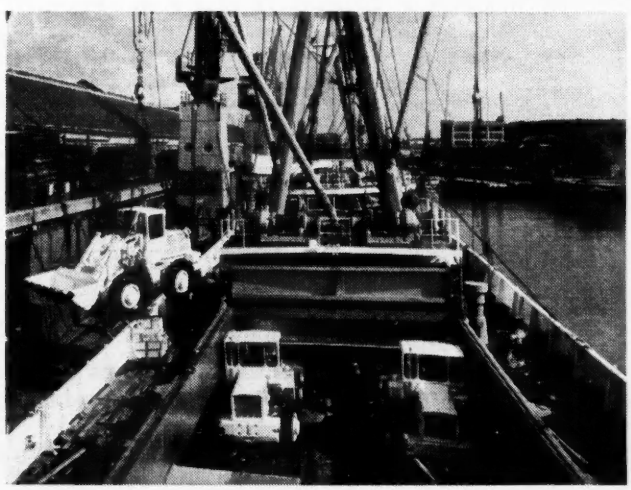
ABCC merchanting trends inquiry

THE ASSOCIATION of British Chambers of Commerce have issued their 16th Merchanting Trends Inquiry into the experience and expectations of United Kingdom merchants engaged in foreign trade. The Association say that on balance the respondents are rather more optimistic about both the general business situation and export prospects than they were four months ago. Whilst most import merchants expect little change, about a third of them expect some increase in the rate of orders placed abroad, in import arrivals, and in the level of outstanding orders. Just over a quarter of the importers expect prices to rise.

EXPORTING ENGINEERING EQUIPMENT

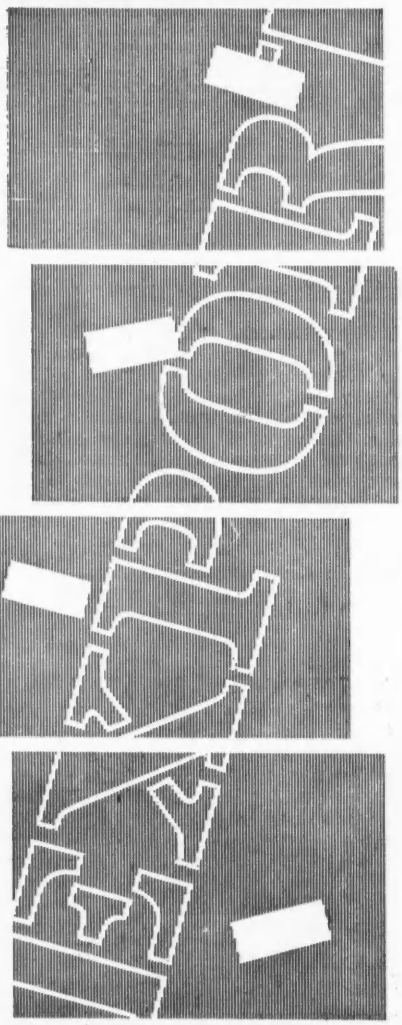


Final tests at the Bournemouth works of Loewy Robertson Engineering Co. Ltd., a TI company, on a £100,000, 1,600-ton, carbon electrode extrusion press for VEB Elektrokholn, in East Berlin. Two similar presses, developed by Loewy Robertson for the production of high-quality carbon electrodes for arc furnaces, are under construction for South Africa and Italy. West Germany and Austria are other export customers for these special presses.



Export orders for 28 hydraulic loading shovels worth nearly £150,000 have been received by F. E. Weatherill Ltd. of Welwyn Garden City. The biggest single order, worth nearly £80 000, was from Spain; other orders came from Italy, Austria, India, Denmark, Greece, New Zealand and Fiji. Picture shows three of the Weatherill L.62B's, part of the Spanish order, being loaded aboard ss 'Palomares' at London Docks.

SPOTLIGHT ON OVERSEAS TRADE No. 14



The British Industrial Exhibition in Toronto, 1st-5th May, the British Week in Toronto, 12th-21st October, together with Expo '67 and the British Columbia International Fair, highlight the opportunities in Canada for British goods. A helpful summary of the possibilities in this market for British manufacturers is given in the Midland Bank's "Spotlight" No. 14 entitled:

TRADING with CANADA

This is the latest in the series of pamphlets which the Midland Bank issues from time to time on matters of topical interest on overseas trade.

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LEGAL AND GENERAL

ASSURANCE SOCIETY LIMITED

Society's continued progress

IN HIS STATEMENT to shareholders the chairman, Viscount Harcourt, expresses thanks for his services to Mr. A. H. Ensor, who is not seeking re-election to the board, having attained the age of 75, and refers to the appointment of Mr. R. E. B. Lloyd as a member of the Society's board.

Lord Harcourt says that the increase in new business has been eminently satisfactory having regard to the difficult conditions during 1966, and thanks broker friends and agents for their continuing support. Total new life sums assured net of reassurances amounted to £510,294,000 in 1966, compared with £495,628,000 in 1965. There was a slower rate of increase in premium income from pensions business due to the standstill in wages and salaries.

There was a slight decline in the gross rate of interest earned on the life assurance and annuity fund from £6 10s. 3d. per cent in 1965 to £6 9s. per cent in 1966 owing to a number of special factors, but the basic trend of the investment yield is one of increase. Mortality experience remains satisfactory to the Society. A firm of business consultants has been commissioned to suggest additional means of controlling expenses.

Dealing with non-life business the chairman says that fire business produced a record profit of £583,810, but that the accident account produced a small loss due to motor business overseas. Marine business showed a profit for 1963 of £21,371, but because the outlook for 1964 and 1965 is not favourable, a transfer of £150,000 has been made from profit and loss account to strengthen the marine fund.

The total assets of the Society at December 31, 1966, amounted to £804,539,000, having increased during the year by £64,310,000.

Lord Harcourt says that with the Society's Actuary the Board has examined the matter of introducing an annual distribution of surplus and points out that this would not of itself increase the inherent profitability of the Society's operations and would necessitate the provision of reserves to cover fluctuations in experience between valuations. The next valuation will be made at the end of 1968, after which it may be right and proper to introduce annual distributions.

He also says that a detailed study has been made on the question of mutualization, but that since this would entail a substantial transfer from policyholders' to shareholders' funds to support a loan stock that would require to be issued to shareholders in compensation, the directors feel that, in present circumstances mutualization is neither feasible nor justifiable.

On the question of the segregation of long- and short-term business (including segregation of assets), Lord Harcourt says that segregation is unlikely on balance to be of advantage to shareholders, but that the directors will keep the matter under periodic review, bearing in mind the possibility of legislation being introduced at some time which may make segregation compulsory.

Lord Harcourt refers to the fact that under the Finance Act, 1965, no part of the franked income of the Society's large annuity funds was available to offset the liability under Schedule F for tax on the dividend. The Finance Act, 1966, however, gives a small improvement in this respect and a proportion of the franked income of the annuity fund will now be available for this purpose. Credit has been taken in the profit and loss account of the sum available for the period April 6, 1966 to December 31, 1966, amounting to £350,000. The amount available in a full year will be greater. Credit has also been taken in the profit and loss account for the transitional relief available under Section 85 of the Finance Act, 1965, estimated at £250,000. He points out that the overall tax liability in the life assurance and annuity funds was substantially unchanged by the Finance Act, 1965, except for the additional burden of capital gains tax on investments relating to life assurance business. Arising out of the replacement of the income tax year of assessment by the corporation tax accounting period, a serious additional tax charge in respect of management expenses has been incurred, the amount involved being £600,000.

To the balance of £5,101,490 brought forward in the profit and loss account from December 31, 1965, there has been added £1,098,001 in interest and dividends as well as the net underwriting profits of £415,814 from the fire, accident and marine accounts.

The directors recommend the payment of a final dividend for 1966 of 6d. per 1s. share, making a total for 1966 of 1s. per 1s. share.

The chairman concludes by expressing thanks to the general manager, Mr. P. Cahill, and his colleagues on the staff for their resolution and efforts in difficult times.

Exhibitions and Fairs

British Week Brussels—A long-term business investment

MR. S. JOHN PESKETT, Director of the British Week Office set up by the Board of Trade in Brussels, was the principal speaker at a briefing meeting at the Waldorf Hotel, London, on April 12, called by the BNEC Export Council for Europe before an audience of more than 400 representatives of British firms and trade associations. The speakers were introduced by Mr. Edward Glendinning, member of the ECE's Belgian team, and included Mr. J. A. Lewando, member of the ECE and director of Marks and Spencer, Ltd.; Mr. W. Metson, deputy secretary, Institute of Practitioners in Advertising; Mr. D. B. Ercolani, joint managing director, Ercol Furniture Ltd.; and Mr. D. P. Rose, deputy managing director, Bonsoir Ltd., and chairman of the British Menswear Guild.

Mr. Peskett said that he confidently expected that 1967 would be remembered in Brussels as the year of the British Week. He hoped that he would be able to transmit a little of the tremendous enthusiasm for it that was apparent on all sides in Brussels. This was a long-term business investment on a very large scale, in which British goods would be on sale in a target area covering about 2,000 shops, including nine department and chain stores, some of which had as many as 40 or 50 branches and employed thousands of people. 'All these employees,' he said, 'can work for you without SET.' All the department stores were enthusiastic about the Week and would be particularly active in it, and he expected that 90 per cent of all the shops canvassed by commercial officers from the British Week Office would participate. Detailed information about the price, quality and variety of goods that all these shops would wish to stock and sell during the Week had been listed by the British Week Office staff and distributed by the Export Services Branch of the Board of Trade and the Export Council for Europe on a commodity basis to well over 1,000 manufacturers in Britain. Expression of interest covered virtually the full range of consumer and consumer durable goods but by far the greatest interest had been shown in men's, women's and children's clothing. This was not perhaps surprising, in view of the growing influence which London is exercising in Belgium in the field of women's fashions. After clothing, piece goods in the form of dress and coat materials and suitings have provided the highest number of expressions of interest. There is also considerable interest in furniture, jewellery, gold and silver plate, antiques, leather and artificial leather goods, chinaware, earthenware, glassware, and fancy goods. Smaller but none-the-less promising interest had been shown in sports equipment, ophthalmic and optical goods, hats, watches and clocks, footwear, and domestic electrical and gas appliances and accessories.

Mr. Peskett said that the Belgian market was a rich one which reflected a high standard of living and there was a tremendous fund of goodwill towards British people and British goods. Brussels, as the centre of the Common Market and now the headquarters of NATO, was a very important city and virtually the capital of Europe today. The staff of the British Week Office had the advantage of working closely with the British Embassy with its large Commercial Department. The Brussels Chamber of Commerce had also been eager to do everything possible to help in putting on this British promotion, and the British Chamber of Commerce had given invaluable support. Among other things, the Chamber was organizing a window-dressing competition – a considerable job in a city where there were both large department stores with many windows and small shops side by side – with valuable prizes, including a large British car and four Minis, as well as 100 giant bottles of whisky and 100 bottles of gin which had been presented by one agent to be given as consolation prizes. The Chamber is also organizing a football match (English League XI v Belgian League XI) which will be a curtain raiser to the Week. There would also be a trade marks competition. This was certain to arouse much interest and to encourage people to buy different makes of goods in order to identify the image.

Buying and selling missions

The commercial importance of the Brussels Week had resulted not only in more British businessmen visiting Belgium – and the British Week Office and the British Embassy were receiving a constant flow of British business visitors who came out to see for themselves – but it had also stimulated enormous interest by Belgian buyers in finding out just what Britain had to offer. There had already been several very successful buying missions on foodstuffs, furniture, menswear, giftwear, hardware, domestic appliances and clothing – the last named having found their visit so rewarding that they planned to return to attend the London fashion displays later this month.

Pre-Week selling missions to Brussels had been organized by the Leicester Chamber of Commerce and the Birmingham Chamber of Commerce, both of which had been most satisfied with the business they had done. Few members of the Leicester mission had sold to Belgium before, but all of them returned with trial orders. The Birmingham mission reported equally encouraging results: one member who makes silverware and who had not previously sold in Belgium came home with orders totalling £1,500.

One hundred and ten British firms would be taking part in the pre-Week Samples Displays in connection with the Brussels International Trade Fair from April 15-26. A pre-Week furniture display was also being arranged for May 12-21.

Special promotions and displays

A very large number of supporting events had been arranged by the Board of Trade and by individual firms and other agencies. A Show House, 'Britain at Home, '67', presented by the magazine *Ideal Home*, would be staged in the Place de Brouckere in the centre of the city. The Council of Industrial Design was arranging an excellent show in the Brussels Design Centre in which the items had been specially chosen for their suitability for the Brussels market. There would be several individual fashion shows – by the Clothing Export Council, the British Menswear Guild, Courtaulds, Burberrys, and the National Wool Textile Export Corporation – the latter in conjunction with the Scotch Whisky Association. There would also be a special promotion by the Scotch Whisky importers, featuring 27 different brands. Leyland were putting on a show of cars and commercial vehicles. There would be a display of gas and electrical domestic appliances; a book exhibition; and at least six British pubs. It was hoped to have British films in every cinema in the city. One British company was organizing its own window-dressing competition in about 50 shops; another was planning to distribute special dis-

Visitors to the IGEDO International Fashion Trade Fair, Düsseldorf, are interested by the clothes displayed on the British Joint Venture stand, organized by the Board of Trade in conjunction with the Clothing Export Council. The fair, which ran from March 12 to 15, had attracted by the third day the same number of visitors as during the whole exhibition in the previous year.

play units to about 200 retail customers; yet another proposed to issue specially made display material to all its Belgian customers. Another British company was sponsoring an orchestral concert and an exhibition of veteran cars, at a total cost of about £5,000, and another was sponsoring a table tennis tournament.

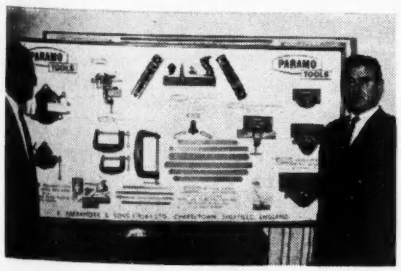
One of the most important displays would be the Board of Trade Pavilion of Technology, where the latest advances of British research would be on show.

Four of the principal Brussels banks had offered premises for special displays and a number of receptions during the Week. This, Mr. Peskett remarked, was particularly encouraging. Bankers were hard-headed business people, who realized that the Week would mean that more money would be running through their tills.

Mr. Peskett said that some idea of the welcome that had been given to the Week from the outset might be judged by the fact that 30 journalists attended the inaugural press conference and that this resulted in 30 reports – a hundred per cent coverage which must be an all-time record. Even now, a month before the main publicity campaign began, the Week had already been given about 1800 column inches of editorial in a variety of Belgian publications. So far no fewer than eight Belgian newspapers and periodicals – including the largest circulation Flemish language newspaper and the monthly bulletins of the Brussels and British Chambers of Commerce – were known to be planning special supplements to mark the Week, and this figure would in all probability rise to 12 by the time that the Week came round. In addition to the special Belgian supplements, at least two leading British dailies and one weekly were considering issuing Brussels Week supplements.

There would be other forms of advertising. For example, there would be six London buses in the Brussels streets. The Belgian State Railways had announced cut price tickets from all parts of the country to Brussels during the Week, with a 50 per cent reduction for visitors to the football match. The Belgian Post Office was issuing a special stamp to commemorate the event, and the tremendous enthusiasm of all the Brussels trading community had been matched by the support given by the municipality, traffic control, police, army and Syndicat d'Initiative.

All the intense commercial activity that was taking place in preparation for the Brussels Week was the result of methodical and searching commercial canvassing and prospection, and of 'selling' Britain and the British Week The British Week Office was ready to help at all times but there was no substitute for personal contact and hard selling. The time and atmosphere had never been more favourable for us to sell to Brussels. 'It is not a question', Mr. Peskett said, 'of "Should I be in this British Week?" but of "Can I afford to stay out?"'



Mr. David Rodgers (left) export manager of F. Parramore and Sons (1924) Ltd., and Mr. Marcus Dakin, machine shop manager, with a showcase of tools made by the company for overseas exhibitions. The showcase was among the exhibits in La Pavilion Anglaise at Metz and Paramo products will be shown during British Week in Toronto in October.

British footwear manufacturers at New York Shoe Fair

A report from the Commercial Department, British Consulate-General, New York

FOR THE first time, a group of British footwear manufacturers participated under Joint Venture arrangements with the Board of Trade in the National Shoe Fair in New York, held this year from April 2-5. Although several of the member firms had previously taken part in group exhibits at the Chicago Shoe Fair and have well established connections in the United States, the British group included a number of newcomers to the market. All expressed satisfaction with the results of their participation in the four-day show.

The group, consisting of 12 firms, five of whom were makers of women's footwear, was organized by the British Footwear Manufacturers' Federation. They showed from individual suites located together on the seventh floor of the City Squire Inn which had been set apart for exhibitors of imported footwear lines. The New York Shoe Fair, organized by American footwear trade associations under the sponsorship of the National Shoe Fair of America, extended over four other hotels in mid-town Manhattan and attracted more than 10,000 footwear buyers from all over the United States. It is claimed to be one of the best attended events of its kind in the world.

While maintaining their traditional strength in men's classic lines of town shoes and brogues, which continued to do extremely well, many of the British manufacturers introduced new styles of fashion footwear for both men and women. Smart high boots and bootees, as well as casuals, aroused a great deal of attention from buyers and won general acceptance. An increasing interest shown in women's shoes from Britain was also evident, no doubt reflecting London's reputation as a leading fashion centre. The latest styles in walking, tie and casuals for women in a bright range of colours with the new, exciting toe shapes and low squared-off heels were particularly sought after.

Prices ranged from medium to expensive and, with their traditional fine quality and excellent workmanship, the British footwear displayed at the show was generally found to be quite competitive with domestic lines. The attention given by the British exhibitors to producing footwear geared to the market and made in American fittings was welcomed by buyers, as were the assurances given of quick deliveries.

Summing up the results of the British participation in the National Shoe Fair, Mr. Bryan Wallis, export manager of the British Footwear Manufacturers' Federation, said that it had been in every way a highly satisfactory Joint Venture showing and that members will want to return to both New York and Chicago for the American shoe fairs.

The firms participating were: Airborne Shoes Limited, Brevitt Shoes Limited, G. B. Britton & Sons Limited, L. Brook Limited, The Coles Boot Company Limited, Edwards & Holmes Limited, John White Footwear Limited, F. Norton & Son Limited, H. & M. Rayne Limited, Sexton, Son & Everard Limited, Tebutt Taylor Limited and William Timpson Limited.

Several other leading British footwear manufacturers also showed independently at the shoe fair. These included the British Bata Shoe Company Limited, the British Shoe Corporation, Crockett & Jones Limited and Gidley Wright Limited.

Picture shows (left to right) Mr. Theodore R. McKeldin, Mayor of Baltimore City and former Governer of Maryland, receiving from Mr. Brian Mack and Mr. Kenneth Brooks a copy of the Hay's Wharf history 'Three Hundred Years on London River' in exchange for the Mayor's own book about Baltimore. The presentations took place in the Mayor's Office at the City Hall.

Brian Mack and Kenneth Brooks visited the Mayor of Baltimore to receive endorsement on behalf of the city authorities of their International Freighting Exhibition (Containerization and Export Services) and Conference in Baltimore, October 21-28, 1968. This American exhibition is part of an international circuit of exhibitions to be held in London, Baltimore, Melbourne and Hamburg. The first of the series will be the International Container Services and Equipment Exhibition at the Grand Hall, Olympia, London, May 27-31, 1968.

British menswear group at New York

AN ESTIMATED 1,500 American buyers visited the British menswear group showing at the National Association of Men's Sportswear Buyers' Show in New York recently. The group of seven manufacturers, sponsored by the Clothing Export Council, participated in the show at the Hotel New Yorker from April 9-12 under Joint Venture arrangements with the Board of Trade.

Mr. Rowland Gee of Cecil Gee International, who led the group, and Mr. John Sarsfield of the Clothing Export Council, who acted as information and liaison officer, reported that the number and value of orders written at the show had been very encouraging and well beyond expectation. American buyers and manufacturers alike had remarked on the great impression which the British contingent – the first overseas group to participate – had made on the show. An outstanding feature of the group's visit was the close cooperation and team spirit which the British exhibitors demonstrated. Visitors were greeted in the group's hospitality room, where a joint display had been arranged, and then conducted around the adjoining show rooms and introduced to the individual manufacturers.

The firms participating were: Ben Sherman Limited, Cecil Gee International, Dhobi Weatherlux Limited, Favourite Ties Limited, Ian Mankin Limited, I. & R. Morley and Sabre Sportswear Limited.

From door to door across the sea

by P. D. Stobart, Consul-General at Gothenburg

SUCH WAS the title given to the International Sea Transport Exhibition held in Gothenburg between April 1 and 9 at the large Svenska Mässan Exhibition Centre. The exhibition was opened by Viscount Simon, Chairman of the Port of London Authority, in his capacity of President of the International Cargo Handling Co-ordination Association.

The theme of the exhibition, as its name suggests, was container and roll-on/roll-off shipping services and it embraced all the wealth of new and fascinating installations and equipment, both afloat and ashore, which are now associated with this fast-growing branch of shipping activity. The Port of Gothenburg is intensely container conscious: it has to be. Sweden, like Britain, is constantly searching for new and streamlined methods of shipment to and from continental Europe. From this port, which has recently opened impressive new container installations, roll-on and container services are already operating to London, Hull, Immingham, Denmark, Kiel, Bremerhaven, Amsterdam, Rotterdam and North America. With passage times varying between 27 and 38 hours it is now but a step to Britain, and the sight of British freight vehicles on Sweden's roads now gives a practical demonstration in this £200 million export market of the commercial reality that is EFTA.

Many people (including some who should know better) still find it fashionable and amusing to carp about Britain's alleged unwillingness to go out to meet the overseas customer. It is therefore satisfactory to record objectively here that one in every three of the exhibits at this truly international exhibition in Gothenburg was for British goods or services. It is no exaggeration to say that Britain stole the show.

The Swedish newspaper *Dagens Nyheter* commenting on the exhibition wrote: 'One can justifiably point to a significant British dominance – a rather peculiar thing in view of the fact that Swedes quite often say that the British hurry irritatingly slowly. Neither the exhibits nor the layout of the stands support such a view.'

Our ports can certainly not be accused of sitting back and letting the trade come to them. The vast container terminal of the PLA at Tilbury, now partly completed, is matched by other similar installations in ports up and down our coasts. A joint venture stand mounted in co-operation with the Board of Trade and co-ordinated by the Dock and Harbour Authorities Association included exhibits from the Port of London Authority, from the Aberdeen Harbour Board, the Felixstowe Dock & Railway Company, the British Transport Docks Board, the Mersey Docks and Harbour Board, the Tyne Improvement Commission, the Manchester Ship Canal and the Tees and Hartlepools Port Authority.

But the efficient operation of scheduled container services means much more than just harbour installations. It means modern ships equipped with labour-saving devices. It also means cargo handling equipment, both afloat and ashore, of ever-increasing sophistication. Hydraulics have long since replaced muscle power, and electronics are now replacing *ad hoc* thinking. Revolutionary cargo handling trucks looking rather like prototypes for lunar exploration vehicles are now the order of the day. Side, stern and bow loading techniques are replacing the familiar clank of the donkey engine, and in the equipment for all this Britain is very much in the forefront.

The recently formed British Marine Equipment Council, as might have been expected of such an enterprising body, were at the exhibition in strength with a large joint venture exhibit showing marine equipment of a great variety of types and of obvious interest to the Swedish shipyards, which last year built a tonnage slightly greater than our own output in Britain.

Many of the new devices are of great complexity. Others reflect rather the British talent for being the first to develop a simple but remarkably effective idea.

At a reception given by Mr. B. N. Preston, chairman of the BMEC, and myself as joint hosts, British exhibitors met a large number of leading personalities in Swedish shipping and shipbuilding, many of whom visited the stands in advance of the party.

But the sea is not all gadgetry and never will be. Here again, both on the joint venture stands and on those of individual firms elsewhere in the exhibition, Britain's industries were very visible with a wide range of more conventional products, deck caulking, ventilation, fire precaution and control systems, auxiliary engines, compressors, data logging, safety and rescue gear, etc.

The accumulated and ever-growing volume of British marine expertise was symbolized by the stand of Lloyd's Register of Shipping, whose chairman, Mr. A. C. Grover, visited the exhibition.

At the time of writing it is difficult to quantify the results of the exhibition in terms of sales. The majority of British exhibitors, however, already consider the effort of coming to Gothenburg will prove well worthwhile. Inquiries have come, not merely from Sweden itself, but also from the other Scandinavian countries which rightly regard Gothenburg as the most important shipbuilding centre in Scandinavia. Thus the British effort at the exhibition has made an impact going beyond Sweden itself and should assist greatly in keeping Britain's marine industries and services well on the map.

The Liverpool scene at Gothenburg. The Mersey Docks and Harbour Board exhibit at the International Sea Transport Exhibition, Gothenburg, attracts the interest of, left to right: Lord Simon, Mr. Sven Hammarström, director of Svenska Mässan, and Mr. Stig Axelson, director of Gothenburg Harbour. Mr. Clifford Dove, director general of the Port of Liverpool, is on the right.

A warm welcome at the Colston stand for Lady Reilly (centre), wife of the British Ambassador to France, during her tour of British stands at the Salon des Arts Ménagers held recently in Paris. Twenty-four British exhibitors participated, the majority showing household electrical equipment. A report of the exhibition appeared in the March 31 issue of the Board of Trade Journal.

Midland Bank Service at the

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April 29-May 7 1967

The Midland Bank's specialised service for overseas traders will be available in Hanover throughout the period of the Fair.

Any help or advice required during this time in connexion with international trade will gladly be given by our representative, Mr. P. F. Cryer, an Assistant Manager of our Overseas Branch, London, and a member of the Bank's Panel for Overseas Trade Development. He can be contacted at the Kastens Hotel Luisenhof, Luisenstrasse 2, Hanover. Tel: 1 61 51.

If you expect to be at the Fair and need our assistance BEFORE you travel, you are invited to get in touch with Mr. Cryer in advance, either at Overseas Branch, 60 Gracechurch Street, E.C.3 (telephone 01-606 9944) or through any one of our 2,650 branches in England and Wales.

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TRADE AND FINANCIAL ARRANGEMENTS

Interest free loan for Pakistan

THE MINISTRY of Overseas Development announce that an agreement for an interest free loan of £2.138 million to the Government of Pakistan from the British Government was signed in Rawalpindi on April 11 by representatives of the Pakistan and British Governments. The major part of the loan, which will be spent on British goods, is for jute machinery. This will equip five new jute mills which are being built as part of the expansion programme of the East Pakistan jute industry. There is also a small allocation in the loan for the Pakistan Telegraph and Telecommunications Department. The loan will be repayable over 25 years with a grace period of seven years on repayments of the capital sum. Together with the £4 million non-project loan signed in October last year, and an allocation of £1.862 million out of the £5.8 million commitment for railway electrification, this loan completes the allocation of Britain's £8 million pledge to Pakistan for 1966/67.

Italy and Japan

THE ITALIAN MINISTER for Foreign Trade, in a circular dated March 7, 1967, has announced certain changes in the quotas for imports into Italy from Japan for the six months October 1966 to March 1967.

The quotas for imports of Japanese cotton goods are increased from 710 tons to 850 tons, divided between yarns, woven fabrics and articles of clothing.

Additional new quotas are provided for a number of other textiles: yarns of silk, wool and man-made fibres, ribbons and trimmings, elastic goods, certain articles of clothing other than of cotton; also for cutlery, sewing machines, electrical and surgical goods, gramophones and toys.

The Japanese authorities have also opened import quotas for Italian wines and vermouths, woollen fabrics, industrial sewing machines, typewriters and sporting guns.

Details can be obtained from Export Services Branch (Tariff Section), Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 449/450), quoting CRE 3628/2/G.

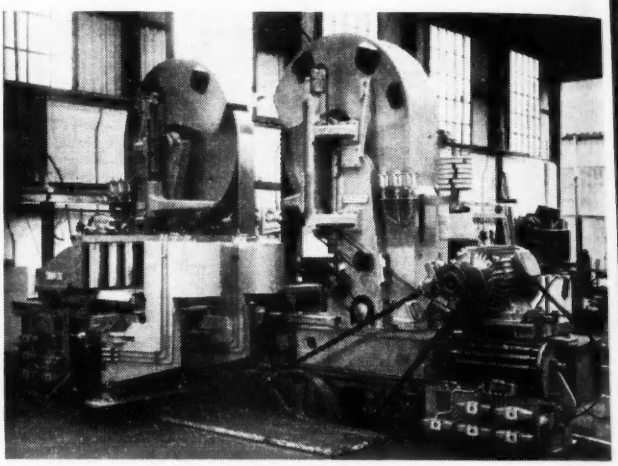
Italy and Yugosalvia

THE ITALIAN Minister for Foreign Trade, in a circular dated March 9, 1967, announced that the Trade Agreement between Italy and Yugoslavia signed on March 23, 1963, has been tacitly renewed for a further year from April 1, 1967, without changes. Inquiries concerning this notice should be addressed to Export Services Branch (Tariff Section), Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 449, 450), quoting CRE/2236/G.

Italy and Republic of Korea

THE ITALIAN Minister of Foreign Trade has announced in a circular dated March 7, 1967, that the trade agreement signed between Italy and the Republic of Korea on March 9, 1965, has been tacitly prolonged for a further year until March 8, 1968, without change.

Inquiries concerning this notice should be addressed to Export Services Branch (Tariff Section), Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 449/450), quoting CRE 4206/G.



A sawmill which promises to be one of the most advanced in the world is nearing completion at Nybro in Sweden. The owners are Messrs. Gustaf Kahr AB, and taking a leading part in designing and manufacturing the equipment is the Devon firm of Stenner of Tiverton Ltd. The installation embodies three new Stenner designs, comprising a double bandsaw, a double band resaw and a heavy-duty single band resaw. Preliminary trial runs have been highly satisfactory.

Sudan and Syria

AN AGREEMENT on trade and economic co-operation was signed in Damascus between Sudan and Syria on March 29, 1967. The agreement is valid for three years and thereafter renewable annually by tacit agreement.

The aim of the agreement is to increase reciprocal trade and to exempt from customs duties agricultural and industrial products exchanged. Provision is also made for an exchange of experience and information about trade, economics, industry and the development of animal resources and for the stimulation of tourist traffic between the two countries.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2357).

New address of Trade Section, Ghana High Commission

THE OFFICE of the Trade Commissioner for Ghana has moved to 102 Park Street, London, W.1 (Tel. Hyde Park 4901).

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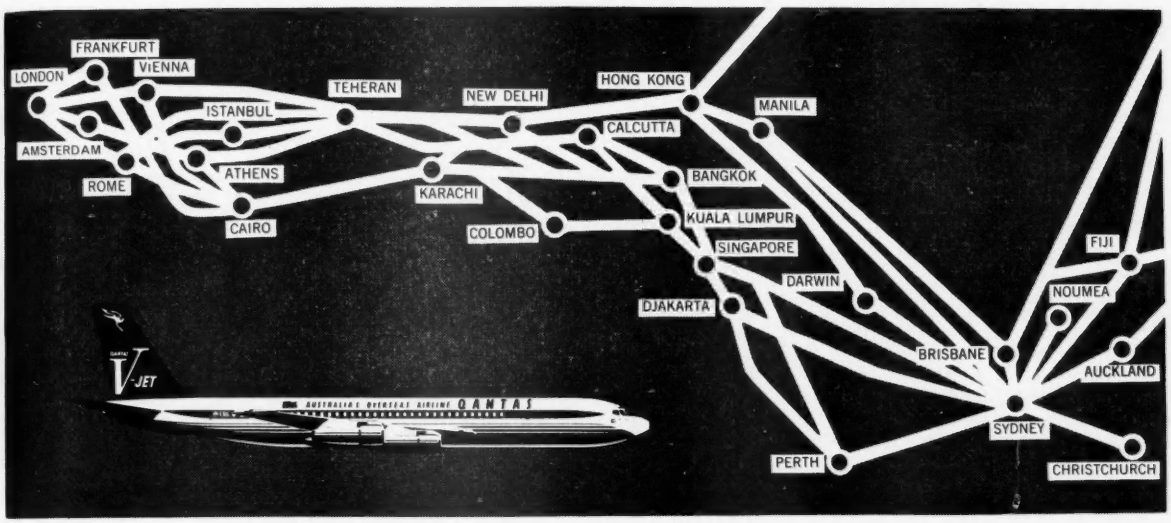

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Information for exporters

Brief details are given below of some of the Calls for Tender reported in recent issues of the **Export Service Bulletin.**†

For further information contact Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 404 and 406. Telex 25977 AB: Bothillgate, Ldn.). Quote country, commodity and E.S.B. reference number. The date given is the closing date and refers to the current year unless otherwise indicated. An asterisk implies that tender documents are available on loan. The number in brackets is that of the Bulletin in which the inquiry appeared. Copies of these Bulletins may be obtained from the address above at 2s. each. Remittance with order, please.

ALGERIA

(70/67) Hotel Furniture and Equipment for Ministry of Tourism. May 8. E.S.B. 15183/67.

ARGENTINA

(68/67) Construction of Gas Pipeline and Distribution Centre for Gas del Estado. May 12. E.S.B. 15179/67.
(72/67) Oil Refinery Equipment for Yacimientos Petroliferos Fiscales. (Further Information.) Postponed to June 1. E.S.B. 8305/67.*

AUSTRALIA

(72/67) Civil Engineering Works for State Electricity Commission of Victoria. May 22. E.S.B. 15870/67.
(70/67) Turbo-Alternators for Western Australian State Tender Board. (Further Information.) Tender documents and drawings available. E.S.B. 14700/67.*

BURMA

(71/67) Paraffin Gate Lamps for Union of Burma Railway Board. May 18. E.S.B. 15564/67.

CANADA

(70/67) Battery Chargers for Manitoba Hydro. (Further Information.) Closing date postponed to May 4. E.S.B. 10641/67.*
(73/67) Transformers for Manitoba Hydro. May 11. E.S.B. 15869/67.

CHILE

(72/67) Turbines; Generators and Accessories for Empresa Nacional de Electricidad S.A. July 25. E.S.B. 15820/67.*

COSTA RICA

(70/67) Observation Platform for Instituto Nacional de Seguros. May 19. E.S.B. 15539/67.*
(70/67) X-ray Plates for Proveeduria de la Direccion General de Asistencia. May 3. E.S.B. 15538/67.*
(72/67) Air Compressor for United Nations, New York. May 8. E.S.B. 15840/67.*

CYPRUS

(72/67) Motor Vehicles; Tractors; Diesel Engine for Treasury. May 6. E.S.B. 16004/67.*

FORMOSA

Central Trust of China:
(68/67) Pipe Fittings and Specials. May 1. E.S.B. 14799/67.*
(70/67) Hydraulic Cold Saw. May 12. E.S.B. 15529/67.*
(70/67) Pipes and Fittings. May 4. E.S.B. 15520/67.*
(70/67) Pipe and Accessories. May 8. E.S.B. 15530/67.*
(70/67) Nematocide. May 4. E.S.B. 15534/67.*
(70/67) Measuring Instruments. May 5. E.S.B. 15536/67.*
(70/67) Chlorinator. May 8. E.S.B. 15526/67.*
(70/67) Mercury. May 14. E.S.B. 15528/67.*
(70/67) Cable. May 9. E.S.B. 15532/67.*
(70/67) Submersible Pump. May 9. E.S.B. 15525/67.*
(70/67) Vacuum Pump. May 10. E.S.B. 15527/67.*
(70/67) Yarn Dryer. May 5. E.S.B. 15521/67.*
(70/67) Pipe. May 8. E.S.B. 15522/67.*
(70/67) Tube Polisher. May 6. E.S.B. 15523/67.*
(70/67) Piping Materials. May 5. E.S.B. 15524/67.*
(70/67) Chemicals. May 4. E.S.B. 15535/67.*
(70/67) Valves. May 5. E.S.B. 15533/67.*
(72/67) Transfer Paper. May 15. E.S.B. 15837/67.*
(72/67) Pharmaceuticals and Injections. May 8. E.S.B. 15860/67.*
(72/67) Control Instruments. May 13. E.S.B. 15831/67.*
(72/67) Steel. May 12. E.S.B. 15841/67.* and 15846/67.*
(72/67) Monochloro Acetic Acid. May 11. E.S.B. 15842/67.*
(72/67) Phenol. May 11. E.S.B. 15843/67.*
(72/67) Batteries and Chargers; Vehicle; Generators; Testing Equipment. May 15. E.S.B. 15830/67.*
(72/67) Submersible Pumps. May 8. E.S.B. 15847/67.*
(72/67) Radio Station Equipment. May 18. E.S.B. 15848/67.*
(72/67) Steel Bars. May 16. E.S.B. 15854/67.*
(73/67) Laboratory Apparatus. May 15. E.S.B. 15834/67.*
(73/67) Steel. May 16. E.S.B. 15839/67.*
(73/67) Logging Trucks. May 12. E.S.B. 15855/67.*
(73/67) Bearings. May 13. E.S.B. 15857/67.*
(73/67) Fertilizer Manufacturing Machinery. May 11. E.S.B. 15852/67.*
(73/67) Radio Equipment. May 12. E.S.B. 15832/67.*
(73/67) Maintenance Equipment and Transmission Line. May 8. E.S.B. 15850/67.*
(73/67) Steel. May 12. E.S.B. 15836/67.*

GERMANY, FEDERAL REPUBLIC OF

(71/67) Foodstuffs for Federal Armed Forces. Closing dates May 3 and 8. E.S.B. 15567/67.

GREECE

Institute of Social Insurance:
(70/67) Dental Chairs. May 9. E.S.B. 15544/67.*
(70/67) X-ray Diagnosis Machine. May 9. E.S.B. 15546/67.*
(70/67) Narcosis Equipment and Respiration Ambulance. May 5. E.S.B. 15551/67.*
(70/67) Pharmaceutical, Chemical and Microbiological Materials. May 5. E.S.B. 15550/67.*
(70/67) Desalination Plant for Phoenix Community of the Island of Syros. May 14. E.S.B. 15552/67.*
(70/67) Desalination Apparatus for Public Power Corporation. (Further Information.) Closing date postponed to May 3. E.S.B. 12611/67.

INDIA

Bharat Heavy Electricals Ltd.:
(72/67) Steel Castings. (Further Information.) Closing date postponed to June 30. E.S.B. 7542/67.*
(72/67) Forging. (Further Information.) Closing date postponed to June 28. E.S.B. 7543/67.*
(72/67) Forgings (Further Information.) Closing date postponed to June 29. E.S.B. 7541/67.*
(69/67) Balancing Machines for Fertilizer Corporation of India Ltd. May 4. E.S.B. 15163/67.
(69/67) Insulators and Accessories for Government of Maharashtra. May 15. E.S.B. 15542/67.
(70/67) Circuit Breakers for Gujarat Electricity Board. May 10. E.S.B. 15554/67.
(69/67) Crane for Hindustan Aeronautics Ltd. May 25. E.S.B. 15157/67.
(68/67) Anchors for Hindustan Shipyards Ltd. May 31. E.S.B. 15167/67.
Indian Oil Corporation Ltd.:
(69/67) Seamless Steel Pipes. May 25. E.S.B. 15161/67.
(69/67) Steel Valves. May 25. E.S.B. 15160/67.
(69/67) Steel Flanges. May 25. E.S.B. 15159/67.
(69/67) Copper Wire Bars and Cadmium Sticks for Indian Railways. (Advance Information.) Closing date not known. E.S.B. 15164/67.
(69/67) Load Dispatching Equipment for Mysore State Electricity Board. May 18. E.S.B. 15169/67.
(68/67) Diamond Drilling Accessories for National Mineral Development Corporation Ltd. June 2. E.S.B. 15162/67.
(68/67) Railway Block Signalling for South Eastern Railway. (Further Information.) Tender documents now available. E.S.B. 14617/67.*
Western Railway:
(70/67) Electrical Equipment. (Further Information.) Tender documents now available. This requirement will be financed under an I.D.A. loan E.S.B. 14750/67.*
(70/67) Electrical Equipment. (Further Information.) Tender documents now available. This requirement will be financed under an I.D.A. loan. E.S.B. 14752/67.*
(69/67) Transformers for U.P. State Electricity Board. May 16. E.S.B. 15166/67.

IRAQ

Central Foreign Purchasing Board:
(69/67) X-Ray and Dark Room Accessories. June 4. E.S.B. 15175/67.
(69/67) Cylinders for Oxygen May 28. E.S.B. 15196/67.

†*The* **Export Service Bulletin,** *a 'must' for exporters, is published daily from Monday to Friday. A week's issues may contain as many as 500 calls for tender in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled, 'World Economic Comments', summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which will bring you all the issues, costs* only £10 10s.

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Ministry of Defence:
(70/67) Printing Machinery and Equipment. (Further Information.) Tender re-issued, closing date now June 27. E.S.B. 17068/67.*
(71/67) Water Containers. July 1. E.S.B. 15588/67.*
Ministry of Municipalities and Works:
(69/67) Construction of Elevated Service Tank. May 30. E.S.B. 15174/67.
(71/67) Construction of Water Supply Extension. (Further Information.) Tender documents now available. E.S.B. 14390/67.*
(71/67) Water Treatment Equipment. May 16. E.S.B. 15589/67.*
(69/67) Tools for Post, Telegraph and Telephones Administration. (Further Information.) Tender documents now available. E.S.B. 13047/67.*
(71/67) Wokshop Equipment for University of Baghdad. Closing date not yet known. E.S.B. 15809/67.*

JORDAN

Central Tenders Board:
(71/67) Winch. May 13. E.S.B. 15815/67.*
(71/67) Film. May 3. E.S.B. 15814/67.*
(72/67) Construction of Hotel for Municipality of Hebron. May 28. E.S.B. 15818/67.

KUWAIT

Ministry of Electricity and Water:
(71/67) Builders' Materials. May 21. E.S.B. 15592/67.*
(71/67) Submersible Pumps. May 7. E.S.B. 15591/67.*

LEBANON

(68/67) Telex Equipment, Civil Engineering Works for Lebanese Ministry of P.T.T. August 1. E.S.B. 15180/67*.
(69/67) Railway Signalling Systems for Lebanese State Railways. May 17. E.S.B. 15191/67.*

LIBYA

(72/67) Building Maintenance for Ministry of Public Works. July 24. E.S.B. 15892/67.

MALAYSIA

(69/67) Light Rescue Vehicle for Director of Civil Aviation. May 3. E.S.B. 15182/67.*
(68/67) Armoured Cable for La Direction General des Postes et Communications May 12 E.S.B. 15150/67.*
(68/67) Pumps for Ministry of Agriculture. May 31. E.S.B. 15183/67.
(71/67) Bridges for Public Works Department. (Advance Information.) E.S.B. 15559/67.
(71/67) Fertilizer for State Tender Board. (Further Information.) Postponed May 8. E.S.B. 14728/67.
(70/67) Milk Powder for Tenders Board, District Office. May 12. E.S.B. 15184/67.

MALTA

(72/67) Distribution Switchgear for Malta Electricity Board. May 9. E.S.B. 15882/67.
Treasury:
(73/67) Paper. May 10. E.S.B. 15878/67.
(73/67) Lathe. May 10. E.S.B. 15880/67.*

MOZAMBIQUE

(68/67) Pumping Station Spares for Lourenco Marques Municipality. May 5. E.S.B. 15143/67.

NETHERLANDS

Directorate of Waterways:
(72/67) Construction of Cycle Track. May 12 E.S.B. 15896/67.
(72/67) Surfacing of Roads. May 9. E.S.B. 16301/67.
(72/67) Dredging. May 3 E.S.B. 15895/67.
(72/67) Construction of Roads. May 10. E.S.B. 15897/67.
(73/67) Road Surfacing Work. May 9. E.S.B. 16317/67.
(73/67) Construction of Bridge. May 9. E.S.B. 16318/67.
(73/67) Construction of Viaducts and Bridge. May 9. E.S.B. 16319/67.

NEW ZEALAND

(72/67) Transformers for Auckland Electric Power Board. June 2. E.S.B. 15829/67.*
(70/67) Transformers for Franklin Electric Power Board. May 12. E.S.B. 15507/67.*

PAKISTAN

(72/67) Film Preview Machine for Director of Supply. May 4. E.S.B. 15821/67.*
Pakistan Western Railway:
(68/67) Printing Machines. (Further Information.) Tender documents now available. E.S.B. 13017/67.*
(68/67) Railway Maintenance Equipment. (Further Information.) Tender documents now available. E.S.B. 13863/67.*

SOUTH AFRICA

Cape Provincial Tender Board:
(69/67) Hospital Equipment. May 12. E.S.B. 14780/67.*
(69/67) Hospital Equipment. May 9. E.S.B. 14779/67.*
(69/67) Laboratory Equipment. May 12. E.S.B. 14777/67.*
(71/67) Pharmaceuticals for Natal Provincial Administration Tender Advisory Board. May 10. E.S.B. 15585/67.*
State Tender Board:
(68/67) Fire Tenders. May 9. E.S.B. 15130/67.*
(71/67) Laboratory Equipment. May 17. E.S.B. 15579/67.*
(71/67) Radial Gates and Hoists July 6. E.S.B. 15582/67.*
(71/67) Die Casting Machine. May 3. E.S.B. 15577/67.*
(71/67) Radial Gates; Hoists, Handling Equipment. July 6. E.S.B. 15580/67.*
(71/67) Sluice. May 3. E.S.B. 15581/67.*
(72/67) Brushes. May 3. E.S.B. 15600/67.*
(72/67) Cable. May 11. E.S.B. 15804/67.*
(72/67) Resistors, May 12. E.S.B. 15805/67.*
(72/67) Compasses. May 15. E.S.B. 15803/67.*
(72/67) Lanterns. May 16. E.S.B. 15807/67.*
(72/67) Thermometers. May 12. E.S.B. 15802/67.*

SPAIN

(68/67) Mechanical Beet Harvester for Ministry of Agriculture. May 28. Press notice (in Spanish) available. E.S.B. 15133/67.*

SUDAN

Department of Posts and Telegraphs:
(69/67) Radio Transmitters. May 8. E.S.B. 15108/67.*
(68/67) Generator Sets. May 10. E.S.B. 15109/67.*
(68/67) Veterinary Mobile Units for Ministry of Animal Resources. May 6. E.S.B. 15110/67.*
(69/67) Crane for Sudan Railways. May 9. E.S.B. 15107/67.*

SWAZILAND

Electricity Board:
(71/67) Hydro-Turbo-Generators and Crane. June 5. E.S.B. 15827/67.
(72/67) Construction of Lined Canal, Pondage, Power Houses and Road. July 3. E.S.B. 15825/67.
(72/67) Steel Conduits and Surge Shaft, July 3. E.S.B. 15826/67.

SYRIAN ARAB REPUBLIC

(72/67) Locomotive and Trailer Parts for Hedjax Railway Organization. (Further Information.) Tender documents now available. E.S.B. 15187/67.*
(69/67) Locomotive and Trailer Parts for La Direction Generale des Chemin de Fer du Hedjaz. May 20. E.S.B. 15187/67.*
(72/67) Auto Buses and Chassis for State Import and Export Co. May 28. E.S.B. 15822/67.*

THAILAND

(70/67) Soil Test and Survey for Naval Dockyard Department. June 30. E.S.B. 15452/67.
(69/67) Transformers for Provincial Electricity Authority. May 12. E.S.B. 16518/67.
State Railway of Thailand:
(69/67) PVC Conductor. May 4. E.S.B. 15516/67.
(69/67) Taps and Dies. May 15. E.S.B. 15517/67.

TUNISIA

(70/67) Construction of Secondary School for Ministry of Public Works and Housing. May 8. Tender documents (in French) available. E.S.B. 15189/67.
(69/67) Construction of Extension to College for Secretariat d'Etataux Travaux et a l'Habitat. May 10. E.S.B. 15188/67.*

TURKEY

(71/67) Workshop Equipment for Ground Forces Command. May 10. E.S.B. 15576/67.*
(71/67) Magnesium Ingots for Turkish Naval Forces Command. May 15. E.S.B. 15566/67.*
(71/67) Radio Link Systems for Turkish Radio and Television Association. May 8. E.S.B. 15565/67.*

VENEZUELA

(72/67) Cast Iron Tubing and Ancillary Equipment for Ministry of Health. May 7. E.S.B. 15824/67.

VIETNAM

Central Purchasing Authority:
(72/67) Cloth. May 3. E.S.B. 15845/67.*
(73/67) Cloth. May 3. E.S.B. 15844/67.

ZAMBIA

(72/67) Construction and Sewage Disposal Works and Sewer for Municipal Council of Ndola. June 27. E.S.B. 15823/67

Economic Trends

This publication has been prepared to meet the needs of those who want to follow the main trends of the economic situation in the United Kingdom. For this purpose it brings together the main statistical series covering employment, output, consumption, prices, trade and finance, in addition to an article on some aspect of these statistics. For each subject a short table gives the latest figures and a chart shows the way the figures have moved over the last few years. It provides material in a highly concentrated form from which the business executive, economist or journalist can make his own rapid assessment of the general economic situation.

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Agency and export opportunities, market surveys, etc.

Brief details are given below of some of the inquiries for British goods, offers to represent British principals, market reports etc., published in recent issues of the **Export Service Bulletin.†**

Further information about these and copies of the Bulletins in which they appeared may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 427, Telex 25977, AB: Bothillgate, Ldn.) at 2s. per copy. Remittance with order, please. Please quote the number in brackets, the country and commodity in all inquiries.

Abu Dhabi
(69/67) Agency inquiry for sewing machines. E.S.B. 13969/67.

Algeria
(72/67) Inquiry for fishing tackle. E.S.B. 15941/67

Argentina
(69/67) Regulation changes. E.S.B. 14415/67.

Australia
(68/67) Agency inquiry for curtain fabrics; dress materials; woollen piece-goods. E.S.B. 14278/67
(70/67) Inquiry for bakery equipment; wrapping machinery. E.S.B 12198/67.
(70/67) Inquiry for liquid air containers; windows. E.S.B. 15672/67.
(70/67) Inquiry for omnibus equipment and fittings. E.S.B. 15493/67.
(72/67) Inquiry for foodstuffs. E.S.B. 12346/67

Austria
(69/67) Agency inquiry for confectionery; foodstuffs. E.S.B. 14991/67.
(69/67) Agency inquiry for footwear. E.S.B. 15033/67.
(70/67) Agency inquiry for corsetry fabrics and requisites; furnishing fabrics; interlinings; lace fabrics; piece-goods. E.S.B 14517/67.
(71/67) Agency inquiry for footwear. E.S.B. 15226/67.
(73/67) Agency inquiry for food defrosting devices. E.S.B. 15360/67.
(73/67) Agency inquiry for knitwear; leatherwear; outerwear. E.S.B. 13916/67
(73/67) Agency inquiry for smokers' requisites. E.S.B. 15752/67.
(73/67) Agency inquiry for sound reproduction equipment; television sets. E.S.B. 15921/67.
(71/67) Inquiry for furnishing fabrics. E.S.B 15419/67.
(72/67) Agency inquiry for chemicals; pharmaceuticals. E.S.B. 14280/67.
(72/67) Agency inquiry for cigarette lighters; knitwear; pens; stationery. E.S.B. 14447/67.
(72/67) Agency inquiry for children's clothing; knitwear; piece-goods; ties. E.S.B 15923/67.
(72/67) Agency inquiry for coats. E.S.B. 14856/67.
(72/67) Agency inquiry for confectionery; foodstuffs. E.S.B. 15696/67.
(72/67) Agency inquiry for earthmoving and building machinery spare parts. E.S.B. 15737/67
(72/67) Agency inquiry for shoes and leather textiles. E.S.B. 15717/67.
(72/67) Inquiry for opera glasses; spectacle cases. E.S.B. 15032/67.

Austria/Czechoslovakia
(71/67) Trade Agreement. C.R.E 5269/G.

Bahamas
(69/67) Inquiry for batteries; motor car accessories. E.S.B. 15498/67.

British Honduras
(72/67) Inquiry for tin-tacks. E.S.B. 15790/67.

British Virgin Islands
(68/67) Inquiry for builders' supplies; household products; household utensils. E.S.B. 15098/67
(68/67) Inquiry for furniture; piling; tiles. E.S.B. 14889/67.

Canada
(73/67) Agency inquiry for fishing gear; radio electronics; wire rope. E.S.B. 15280/67.
(68/67) Inquiry for paper products. E.S.B 14297/67.
(68/67) Manufacture under licence – marine winches. E.S.B. 14984/67.
(69/67) Inquiry for gloves. E.S.B. 15462/67.
(69/67) Inquiry for knitwear. E.S.B. 14942/67
(69/67) Hotel accommodation during the Universal and International Exhibition (EXPO '67), Montreal. E.S.B. 848/67.
(72/67) Inquiry for artists' brushes. E.S.B. 15753/67.

†For further details on the 'Export Service Bulletin' see page 1016.

Ceylon
(69/67) Inquiry for petroleum refinery construction equipment and machinery. E.S.B 11602/67.
(70/67) Inquiry for pickling pumps. E.S.B. 13684/67.

Cyprus
(73/67) Inquiry for telephone equipment. E.S.B. 14231/67.

Denmark
(71/67) Agency inquiry for glass beads; traffic safety devices. E.S.B. 15016/67
(72/67) Agency inquiry for concrete product machinery; construction equipment. E.S.B. 13301/67.

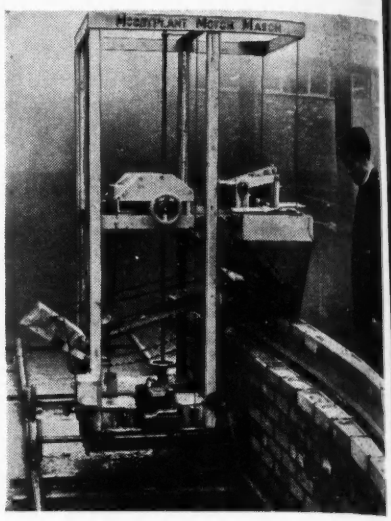
Finland
(69/67) Agency inquiry for electrical household goods; sound reproducing equipment. E.S.B. 15080/67.
(69/67) Agency inquiry for steel sheets and plates. E.S.B 14761/67.
(71/67) Agency inquiry for jersey fabrics. E.S.B. 15402/67.

France
(69/67) Agency inquiry for knitwear. E.S.B. 15085/67.
(69/67) Agency inquiry for motor car accessories. E.S.B. 15276/67.
(70/67) Agency inquiry for builders' hardware E.S.B. 15322/67.
(70/67) Agency inquiry for hosiery and knitwear equipment; yarns. E.S.B. 13991/67.
(71/67) Agency inquiry for cloth cutting machinery and equipment. E.S.B. 15497/67.
(71/67) Agency inquiry for building accessories; insulating materials; prefabricated buildings. E.S.B. 15286/67.
(71/67) Agency inquiry for stationery. E.S.B. 15278/67.
(69/67) Inquiry for brushes. E.S.B. 15313/67.
(69/67) Inquiry for valves. E.S.B. 15371/67.
(70/67) Inquiry for motor car spare parts and accessories. E.S.B. 15245/67.
(71/67) Inquiry for gin; whisky E.S.B. 14912/67.

France/Greece
(69/67) Trade Agreement. C.R.E. 4811/G.

France/Turkey
(69/67) Trade Agreement. C.R.E. 15185/G.

Germany, Federal Republic of
(69/67) Agency inquiry for leathers. E.S.B. 15252/67.
(70/67) Inquiry for measuring instruments. E.S.B. 11888/67.
(72/67) Inquiry for building materials; timber; timber products. E.S.B. 16059/67.
(72/67) Inquiry for copper foil. E.S.B. 16064/67.
(72/67) Inquiry for dairy products. E.S.B. 16000/67



Export orders provisionally valued at £300,000 have been received from distributors in France, Denmark and Holland for the new Moodyplant Motor Mason which lays bricks with mortar at the rate of 20 a minute – ten times faster than skilled manual laying. Moodyplant Ltd., Shenfield, Essex, are members of the Moody Group of Companies who have secured European rights for the machine – an American invention – and are now manufacturing the Motor Mason in Great Britain.

Greece
(71/67) Agency inquiry for druggists' sundries; smokers' requisites; stationery. E.S.B. 14247/67.

Hong Kong
(71/67) Inquiry for women's outerwear. E.S.B. 14243/67.

Iraq
(70/67) Agency inquiry for radios; television sets. E.S.B 15461/67.
(71/67) Agency inquiry for electrical equipment; electric light fittings; teleprinters. E.S.B. 15482/67.
(72/67) Agency inquiry for trucks. E.S.B. 15409/67.
(69/67) Inquiry for slide fastener machinery and supplies. E.S.B 15484/67.

What is thought to be the youngest ever British trade mission left London airport on April 7 for a hard selling export drive in New York. Led by Rowland Gee, 21, they represent seven British menswear manufacturers and showed London styles at the National Association of Men's Sportswear Buyers exhibition at the New Yorker hotel, New York, from April 9 to 12. The firms taking part were Dhobi Weatherlux (rainwear), Favourite Ties, Cecil Gee International, Ian Mankin (suede and leather fashions), I & R Morley (knitwear), Sabre Sportswear and Ben Sherman (shirts, beach and cruisewear). The trip was organized by the Clothing Export Council.

Israel
(70/67) Agency inquiry for hairdressing equipment; toiletries. E.S.B. 14994/67.
(71/67) Inquiry for partitioning. E.S.B. 16050/67.

Italy
(69/67) Agency inquiry for pickles and sauce. E.S.B. 18356/66
(70/67) Agency inquiry for radar equipment. E.S.B. 15250/67.
(70/67) Agency inquiry for sportswear. E.S.B. 15086/67.
(71/67) Agency inquiry for whisky. E.S.B. 15481/67.
(72/67) Agency inquiry for plastic film. E.S.B. 15485/67.

Italy/Japan
(73/67) Trade Agreement. C.R.E. 3628/2/G.

Italy/Republic of Korea
(73/67) Trade Agreement. C.R.E. 4206/G.

Italy/Syria
(69/67) Trade Agreement. C.R.E 8662/G.

Italy/Yugoslavia
(73/67) Trade Agreement. C.R.E. 2236/G.

Jamaica
(71/67) Inquiry for confectionery; lighter fuel. E.S.B. 15240/67.
(72/67) Inquiry for wood-working machinery. E.S.B 16066/67.

Japan
(69/67) Inquiry for paint. E.S.B. 15310/67.

Jordan
(71/67) Inquiry for food packing machine. E.S.B. 16017/67.

Kenya
(68/67) Inquiry for moulds for plastic bottles; plastic containers. E.S.B 3602/66.

Kuwait
(73/67) Inquiry for carpets. E.S.B. 16246/67.

Lebanon
(68/67) Agency inquiry for electrical accessories; yarns. E.S.B. 11618/67.

Mexico
(70/67) Inquiry for industrial rubber products. E.S.B. 14878/67
(71/67) Inquiry for road line marking and road line erasing machines. E.S.B. 15459/67.

Morocco/Poland
(69/67) Trade Agreement. C.R.E. 8299/G.

Nigeria
(70/67) Inquiry for fish boxes. E.S.B. 15670/67.

Norway/Hungary
(69/67) Trade Agreement. C.R.E. 5112/G.

Poland
(71/67) Inquiry for food processing plant. E.S.B. 14445/67.
(72/67) Inquiry for building tools and equipment. E.S.B. 11252/67.

Portugal
(69/67) Agency inquiry for industrial electrical equipment E.S.B. 15337/67.

Portuguese Guinea
(70/67) Inquiry for foodstuffs. E.S.B. 14874/67.

Saudi Arabia
(69/67) Inquiry for television components; washing machines. E.S.B. 15430/67.

Senegal/Sweden
(71/67) Trade Agreement. C.R.E. 19851/G.

South Africa
(72/67) Agency inquiry for control instruments; crucibles; element strip and wire. E.S.B. 14296/67.
(68/67) Inquiry for marine stern gear. E.S.B. 9871/67.
(69/67) Inquiry for dictation system; ovens. E.S.B. 10019/67.

Spain/Yugoslavia
(71/67) Trade Agreement. C.R.E. 10860/G.

Sweden
(70/67) Agency inquiry for piece-goods E.S.B. 15331/67.
(69/67) Inquiry for rubber items. E.S.B. 14804/67.

Switzerland
(69/67) Agency inquiry for knitwear; outerwear. E.S.B. 14958/67.
(71/67) Agency inquiry for trailers. E.S.B. 14950/67.
(73/67) Agency inquiry for woollen and synthetic fabrics. E.S.B. 2534/67.
(69/67) Inquiry for rubber bands. E.S.B. 15491/67.

Syrian Arab Republic
(72/67) Inquiry for laboratory equipment. E.S.B. 13800/67.

Trucial States
(71/67) Agency inquiry for furniture. E.S.B. 3842/67.

Tunisia/Sudan
(69/67) Trade Agreement. C.R.E. 9431/G.

Tunisia/USSR
(69/67) Trade Agreement. C.R.E. 7879/G.

Turkey
(72/67) Inquiry for hazelnut processing and packaging machinery. E.S.B. 15766/67.

Uganda
(72/67) Agency inquiry for water heaters. E.S.B 7401/67.

United States of America
(69/67) Agency inquiry for audio components; electro mechanical components; electronic components. E.S.B. 14286/67.
(69/67) Agency inquiry for tape recorders; record changers. E.S.B. 14976/67.
(70/67) Agency inquiry for electronic equipment E.S.B. 11358/67.
(71/67) Agency inquiry for sports jackets. E.S.B. 14494/67.
(72/67) Agency inquiry for computer components E.S.B. 12118/67.
(69/67) Inquiry for printing and binding equipment. E.S.B 15223/67.
(70/67) Inquiry for machine tools. E.S.B. 6560/67.
(70/67) Inquiry for tractor and farm implement spare parts. E.S.B. 10076/67.
(71/67) Inquiry for electric motors. E.S.B. 15706/67.
(71/67) Inquiry for tobaccos E.S.B. 15940/67.
(72/67) Inquiry for hearth furniture; metalware. E.S.B. 15010/67.
(72/67) Inquiry for rope. E.S.B. 15963/67.
(72/67) Manufacture under licence in Britain – air conditioners and coolers; blowers; dish washers; heaters and furnaces; ovens and ranges. E.S.B. 15789/67.
(73/67) Inquiry for boating; fishing and hunting equipment. E.S.B. 15731/67.

Yugoslavia
(69/67) Agency inquiry for agricultural equipment; department store goods; garage equipment; mining machinery; railway equipment; vending machines. E.S.B. 13549/67.
(71/67) Agency inquiry for cosmetics; department store goods; gelatine; jewellery; whisky. E.S.B. 15290/67.

Report on Overseas Trade

Prepared by the Statistics Division of the Board of Trade

Summarizes each month the broad pattern of United Kingdom trade, It includes tables of imports, trade in commodity groups with the principal areas of the world, exports and balance of trade by countries, indices of volume changes and import and export prices. "*. . . essential statistical data on the really important aspects of this country's trade . . . in exceedingly convenient form.*"—*The Times*

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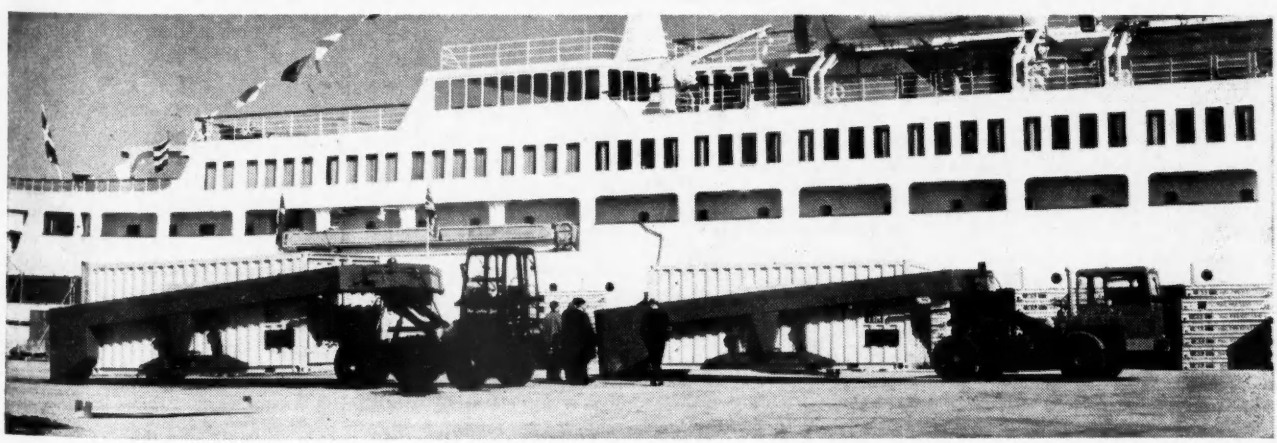
HMSO



The first roll-on/roll-off containerized cargo service to Spain was inaugurated on April 5, when the ms Patricia, Swedish Lloyd's 9,000-ton freight, passenger and car ferry sailed from Southampton. The new ship is the vehicle for the MacPak Container Service, operated as a joint venture between Swedish Lloyd and MacAndrews Ltd. Picture shows the Stephen Shipcharger (left), made by Alexander Stephens and Sons Ltd., and the Douglas Tugmaster, made by F. L. Douglas Equipment Ltd., which will be employed at Bilbao and Southampton respectively. The Patricia is in the background.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM)

GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN ECONOMIC COMMUNITY

Further translations of EEC Regulations

THE FOLLOWING further translations of EEC Regulations are now available from HMSO, 49 High Holborn, London, W.C.1, and branches. To obtain copies of these Regulations by post, orders and remittances, including postage, should be addressed to HMSO, PO Box 569, Cornwall House, London, S.E.1.

Regulation	Description	Price
113/66	Derogating temporarily from certain provisions of Regulation No. 111/64 for the calculation of levies on certain powdered milks and processed cheeses	8d. (11d.)
115/66	On measures to be applied in the realm of prices by the producer Member States during the 1966/67 season, and laying down the common threshold prices applicable during the same period for non-producer Member States in respect of rice and brokens	8d. (11d.)
117/66	On the introduction of common rules for international road transport of passengers by car and bus	10d. (1s. 1d.)
132/66	On the granting of a refund to producers in respect of maize, groats and meal used in the brewing industry . . .	5d. (8d.)

Trade in processed agricultural products

THE *Board of Trade Journal* dated April 7, 1967 (page 900) contained an announcement about a draft EEC regulation to amend the date on which Regulation 160/66/CEE is to come into force. An announcement about Regulation 160/66/CEE, which introduces a system of trade for certain goods derived from the processing of agricultural produce, appeared in the *Board of Trade Journal* dated December 2, 1966 (page 1406).

The *Journal Officiel des Communautés Européennes* No. 56 dated March 24, 1967, contains the text of Regulation 61/67/CEE amending to June 1, 1967, the date on which Regulation 160/66/CEE comes into force. The French text of these Regulations may be seen on application to the Board of Trade, Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 479).

FRANCE

Temporary admission regulations for industrial imports

THE FRENCH *Journal Officiel* of April 11 published a decision concerning temporary admission of industrial imports allowed within the EEC regime under Chapter VI, Title 5, in particular article 169, of the Code des Douanes.

Industrial products allowed in under the EEC regime for the purpose of re-export after having undergone some alteration or workmanship and falling within chapters 13, 14, 25, 26, 31, 41 to 44, 46 to 69, 92, 94 to 99 of the Customs Tariff, whatever the EEC rate of duty liable at importation can benefit from the temporary admission regime.

Chapters of the above mentioned Tariff, excluding chapters 1 to 12, 15 to 24, 73 to 81, also benefit when the EEC tariff duty for which the goods are liable on importation does not exceed 5 per cent.

Benefit from this measure is subject to the possibility of quantitative and qualitative control of re-exported products, namely by examination or analysis of the processed goods and in the framework of regulations governing importation and re-exportation of such goods.

Terms of compensation in connection with temporary admissions will be announced by the Directeur Général des Douanes et Droits Indirects and will be published in the *Journal Officiel*.

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 479/480).

PORTUGAL

Drawback of import duty on polyvinyl chloride

THE PORTUGUESE *Diario do Governo*, First Series, No. 73, of March 27, 1967, published Order No. 22594 authorizing the importation under the drawback system of emulsion-type polyvinyl chloride for the manufacture of plastic fabrics, with or without backing, destined for export in the piece or in made-up goods.

The duties to be refunded shall be those which correspond to the amount of material incorporated in the exported products.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 460 and 462).

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

FINLAND

Reduction in duty on EFTA cars

IT WAS ANNOUNCED in the *Board of Trade Journal* of February 10, 1967 (page 389) that the Finnish Government had decided to reduce the import duty on cars from EFTA sources and at the same time to increase the internal tax on cars from all sources.

The necessary legislation has been passed by the Finnish Parliament and the measures came into effect on March 12.

Details of the changes are as follows:

Import duty

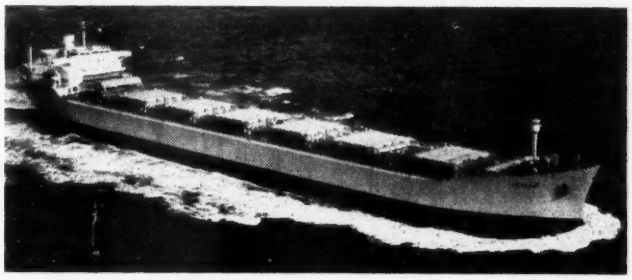
Tariff No.	Description of Goods	MFN Rate of Duty	EFTA Rate of Duty
ex 87.02	Motor vehicles for the transport of persons, goods or materials (including sports motor vehicles, other than those of heading No. 87.09): Motor vehicles imported in parts, for industrial assembly, on the conditions prescribed by the Council of Ministers: Motor vehicles for the transport of persons:		
051	Tyres and wheels fitted with tyres	13%	7%
052	Other	10%	7%
	Other: Other than those propelled by internal combustion engine:		
071	Motor vehicles for the transport of persons	15%	7%
	Other: Motor vehicles for the transport of persons: (Fit for the transport of persons only)		
	New:		
112	Propelled by diesel engine	14%	7%
118	Other	14%	7%
	Used:		
122	Propelled by diesel engine	14%	7%
128	Other	14%	7%
	Dual-purpose motor vehicles whether or not complete:		
	New:		
132	Propelled by diesel engine	14%	7%
138	Other	14%	7%
	Used:		
142	Propelled by diesel engine	14%	7%
148	Other	14%	7%

Internal tax on cars

This is now levied at 155 per cent of the landed value of the car (inclusive of import duty), less a fixed sum of Fmks. 2250 (£250), subject to the tax being not less than 50 per cent of the landed value.

The Lord Mayor of London, Alderman Sir Robert Bellinger, receiving a replica of a Viking sword from Miss Kirsten Lian in her Norwegian national costume at the Mansion House. The presentation was made on behalf of the Oslo Junior Chamber as a token of appreciation to the Lord Mayor for his support for the Anglo-Norwegian Trade Conference being held at the Connaught Rooms in London on April 26. This conference is being organized by the Oslo and London Junior Chambers of Commerce to promote an increase in Anglo-Norwegian trade.

Any inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2305).



The 50,640-ton deadweight bulk carrier 'Mylla' has just been completed at the Sir James Laing shipyard of the Doxford & Sunderland Shipbuilding & Engineering Co. Ltd., for Interessentskapet M/S Mylla of Oslo. The 'Mylla', which is powered by a Doxford 76J6 engine supplied by the Doxford Engine Works, has a ram bow specially developed by the builders to give improved speed in the ballast condition.

TURKEY

Global import quotas and liberalization lists

THE FOLLOWING AMENDMENTS should be made to the Turkish import list published in the *Board of Trade Journal* on January 27, 1967 (pages 228-239):

Global Import Quotas

Page No.	Quota Serial No.	Tariff Statis. No.	
232	173	53.01.10	Merino wool (unclean) Industrial quota increased by $300,000, which is met by the reduction of this amount from Quota Serial No. 442 on page 238.
			NEW QUOTAS
	460	08.01.31	Dates Importers' quota of $1,000.
	461	39.02 39.03.90 39.05 40.06.29	Polymerization and co-polymerization products Cellulose paper (other than the types bonded by application of heat) Resins modified and denatured through dissolution Unvulcanized natural rubber or synthetic rubber, in other forms and states. For cellulose tape manufacture. Industrial quota of $40,000. *Note:* These two quotas amounting to $41,000 are met by the reduction of this amount from Quota Serial No. 442 on page 238.

Inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E53, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 460 or 462.)

UNDERSTAMPED OVERSEAS MAIL MAY BE DELAYED

Delay in the delivery of mail overseas can result in lost export business. Businessmen are reminded of the importance of sending airmail correspondence fully stamped.

Outside busy periods, such as Christmas, the Post Office often makes up postage on insufficiently stamped airmail letters (though this cannot be guaranteed) provided the sender's name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addressee may be called upon to pay double the missing postage.

Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 2s. 6d. Another useful publication is the monthly Air Mail Leaflet which gives postage rates, times of transmissions and the latest posting times which vary with airline schedules. The Air Mail Leaflet is available free from all post offices and a standing order can be placed for its regular delivery.

ISRAEL

Liberalization of imports

THE FOLLOWING 19 items have been added to the list of goods for which Israeli import licences are issued without restriction. These goods were liberalized with effect as from March 8, 1967.

Tariff No.	Brief Description	Import Duty	Purchase Tax
05.07 67.01-99000	Feathers, worked or unworked.	35%	Exempt
28.16	Ammonium anhydrous or in aqueous solution	35% but not less than IL. 0·70 per kilo	Exempt
30.14-3000	Stretch or elastic bandages	80%	Exempt
39.02-1032	Polyvinyl chloride (PVC) resins	60% but not less than IL. 0·70 per kilo	Exempt
39.07-5400	Hand knitting needles or crochet hooks (made of plastic, steel or aluminium).	25% + IL. 0·25 each	Exempt
42.04-1090	Round transmission conveyor or elevator belts or belting, of leather or of composition leather	15%	Exempt
57.06	Jute yarns	60% but not less than IL. 0·80 per kilo	Exempt
60.03	Long stockings for women or girls:		
	Tights	IL. 4 each	
	Stretch stockings	IL. 3 per pair	25%
	Stockings of man-made fibres	IL. 2 per pair	
	Under garments:		
61.02-2000	Shirts	IL. 15 each	
61.03-0000 61.04-0000 61.04-1000 61.04-2000 61.04-9900	Pyjamas or nightdresses Other	IL. 20 each IL. 100 per kilo	15%
69.10	Sinks, wash basins, bidets, water closet pans, urinals, baths and similar sanitary fittings made of ceramics	Kitchen basins: 80% but not less than IL. 0·80 per kilo Other: 80% but not less than IL. 1·50 per kilo	25%
70.05	Flat glass of a thickness less than 4 mm.	If cleared before July 1, 1968: 60% but not less than IL. 0·60 per kg. Others: 60%	50%
74.03-9900	Wrought bars, rods, angles, shapes and sections of copper; wire, tubes, pipes and blanks of copper	20%	Exempt
82.08	Coffee mills, mincers, juice extractors and other mechanical appliances of a weight not exceeding 10 kgs. and of a kind used for domestic purposes in preparing, serving of preserving food or drinks	80%	12½%
83.05-1000	Wire staples	80%	Exempt
84.10-4012	Centrifugal pumps of a kind used for motors of vehicles	80%	Exempt
84.41-1021	Zigzag sewing machines	60% + IL. 175 each	7½%
84.65-2000	Pressure cylinders	35%	Exempt
85.04-3019	Containers of accumulators of a wall height less than 380 mm.	45% but not less than IL. 2·50 each	
97.06-3000	Roller skates and parts thereof:		
	Cleared from customs before January 1, 1968	25% + IL. 6·00 per pair	15%
	Other.	25% + IL. 4·50 per pair	
	Parts	60%	

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 460-462.)

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers. A brochure describing the library's services more fully is available on request.*

The library opens from 9 to 5.30, Mondays to Fridays. (Tel. City 5757, Ext. 368 or Telex No. 25977).

Road transport regulations

THE ISRAELI Official Gazette, *Kovetz Hatakanot*, No. 2006, of March 2, 1967, published new regulations governing the wearing of safety helmets and attachment of safety belts in motor vehicles. A translation of these regulations is held in the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, S.W.1 (Tel. Abbey 7877, Ext. 3508).

ALGERIA

Import restrictions (correction)

THE *Board of Trade Journal* of March 10 (page 684) carried a notice on import restrictions in Algeria. The first item in this notice should read:

Tariff No.	Description
Ex 21-07 C	Food preparations not elsewhere specified or included, sweetened and other: flavoured yoghourts.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 479-481).

Import restrictions (1)

THE ALGERIAN *Journal Officiel* of March 3, 1967, announced that the following items were to be added to the list of goods subject to import licence and quota restrictions (Decree No. 63-188 of May 16, 1963):

Tariff No.	Description
Ex 60-05 A I	Ties.
61-07	Ties.

Exports to the Middle East?

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Associate in Iran: THE BANK OF IRAN AND THE MIDDLE EAST, Teheran and Khorramshahr
Associate in Libya: BANK OF NORTH AFRICA, Benghazi and Tripoli.

Existing orders could be admitted quota-free until March 10, 1967.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 479-481).

Import restrictions (2)

THE ALGERIAN *Journal Officiel* of March 17, 1967, announced that the following items were to be added to the list of goods subject to import licence and quota restrictions (Decree No. 63-188 of May 16, 1963):

Tariff No.	Description
25-01	Common salt (including rock salt, sea salt and table salt) whether or not in the form of an aqueous solution.

Existing orders could be admitted quota-free until March 24, 1967.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4 (City 5757, Ext. 479-481.)

RHODESIA

Suspension of duty

THE CUSTOMS AND EXCISE (Suspension) Regulations, 1967, published as Rhodesia Notice No. 238 on April 7, consolidate all subsidiary legislation relating to suspensions and suspend the duty on the following item:

Tariff Item	Item	Effective Rates of Duty
	FIRST SCHEDULE	
Ex 331 (2)	Unstenched butane gas imported in containers of not less than 600 gallons.	Free

REPUBLIC OF SOUTH AFRICA

Customs and excise tariff change

GOVERNMENT NOTICE R399, published in the Republic of South Africa *Government Gazette* of March 23, amends Part 2 of Schedule No. 1 to the Customs and Excise Act, 1964, by the deletion of tariff items 102.00 and 102.50.

The effect of the deletions is to withdraw the provision for an excise and customs duty of 1 c per lb., respectively, on kaffircorn malt, roasted or not.

MALAWI

Suspension of duties

THE CUSTOMS AND EXCISE (Suspension) (Amendment) Regulations, 1967, published as Malawi Government Notice No. 82, amends the Customs and Excise (Suspension) Regulations, 1966, to the following extent:

By the addition of the following goods to the Schedule of Goods as published in the *Board of Trade Journal* (page 180) on January 20, to be known as the First Schedule.

(Britain pays the Column 6 rate of duty)

1 B.T.N. No.	2 Nomenclature	3	4	5 Effective Rates	6
	First Schedule				
Ex 40.05.99	Master batch with or without additives in block, sheet, slab and similar forms .	—	10%	5%	5%
59.13.99	All goods in this sub-heading	—	5%	Free	Free
	By the addition of the following goods (with effect from March 10, 1967):				
	Second Schedule				
73.26.01	Barbed iron or steel wire .	—	15%	10%	10%

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Other fast services to South and East Africa include—*East Coast U.K. and North Continent to Angola, South Africa, Mozambique and Mauritius. *Mediterranean ports to South Africa and Mozambique via the Atlantic. *London and Mediterranean ports to East Africa, Mozambique and South Africa via Suez. *East Coast U.K. and Marseilles to Red Sea and East Africa via Suez.

For further information apply to Outward Freight Department

UNION-CASTLE LINE

Greenly House, 30 Creechurch Lane, London, E.C.3. Tel: AVE 4343
Head Office: Cayzer House, 2-4 St. Mary Axe, London, E.C.3. Tel: AVE 4343

Customs tariff changes

MALAWI GOVERNMENT NOTICE No. 81 amends the customs tariff (with effect from March 9) to the following extent:

(Britain pays the Column 6 rate of duty)

1 B.T.N. No.	2 Nomenclature	3	4 Effective Rates	5	6
59.04	By the deletion of the heading and the substitution therefor of the following:				
(59.04)	Twine, cordage, ropes and cables, plaited or not:				
59.04.01	Containing sisal . .	—	30%	20%	20%
59.04.99	Other	—	20%	Free	Free
73.26	By the deletion of the heading and the substitution therefor of the following:				
(73.26)	Barbed iron or steel wire; twisted hoop or single flat wire, barbed or not, and loosely twisted double wire, of kinds used for fencing, of iron or steel:				
73.26.01	Barbed iron or steel wire .	—	25%	20%	20%
73.26.99	Other	—	5%	Free	Free
87.06.02	By the addition immediately after subheading 87.06.01 of the following: Third axle, tipper and similar assembly units for incorporation in chassis for special conversion of subheading 87.02.07 . .	—	5%	Free	Free
102.03	By the addition immediately after heading 102.02 of the following: Goods subject to the proviso to paragraph 13 of Part I (see note below) . .	—	30%	20%	20%
102.04	Goods imported in the accompanied baggage or on the person of a traveller, not exceeding £20 in value per person, not being goods eligible for rebate of the whole duty when so imported and not being manufactured tobacco, potable spirits, or merchandise for sale or industrial or commercial use: subject to such conditions as the Controller may prescribe .	—	20%	20%	20%

Note:

Paragraph 13 of Part I reads as follows:

'Goods exported for repair, renovation or alteration (not exported in bond or under drawback) shall, on reimportation, be classified under the heading and charged the rates of duty appropriate to the complete article. Upon identification of such goods to the satisfaction of the Controller, the value of such goods for duty purposes shall be the cost, if any, of such repair, renovation, or alteration, and such goods shall be deemed to have been manufactured entirely in the country in which such repair, renovation or alteration took place:

'Provided that if such goods so identified are subject alone, alternatively or additionally, to any duty other than an *ad valorem* duty, the rates of duty in respect of such goods shall be those set out against heading number 102.03 applied in accordance with the above valuation.'

VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

United Kingdom businessmen travelling overseas are urged, in their own interest, to give advance notice to Trade Commissioners and Foreign Service Officers if they propose to call on them, especially if it is intended to ask for information or other help which it may take time to prepare. It is often advisable to telephone for an appointment on arrival.

Export Services Branch and the Regional Offices of the Board of Trade, if approached, will pass information about pending business visits to Overseas Officers and provide letters of introduction.

BURMA

Methods of trade

FIRMS MAY wish to note the addresses of the major departments of the Myanma Export Import Corporation.

Sr. No.	Departments	Address	P.O. Box No.	Telephone No.	Telegraphic Address
1	Myanma Export Import Corporation Committee Office)	No. 34/38 Strand Road, Red Cross Building, Rangoon.	400	18588	MYANEICO
2	Myanma Export Import Corporation (Administration Department)				
3	Myanma Export Import Corporation (Budget & Accounts Department)	New Theingyizay Building (3rd Floor), Shwedagon Pagoda Road, Rangoon.			
4	Myanma Export Import Corporation (Export Division)	1-5 Sule Pagoda Road, Rangoon.	402	10266	MYANEXPORT
5	Myanma Export Import Corporation (Export Handling Department)	1-5 Sule Pagoda Road, Rangoon.			
6	Myanma Export Import Corporation (Import Division)	No. 577 Merchant Street, Rangoon.	403	10999	MYANIMPORT
7	Myanma Export Import Corporation (Agency Division)	No. 577 Merchant Street, Rangoon.	404	10999	MYANAGENT
8	Myanma Export Import Corporation (Export Promotion Department)	New Theingyizay Building (3rd Floor), Shwedagon Pagoda Road, Rangoon.			

Any inquiries about this notice should be addressed to the Board of Trade, Commercial Relations and Exports Department, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2252 or 2747), quoting reference: CRE 13186/G.

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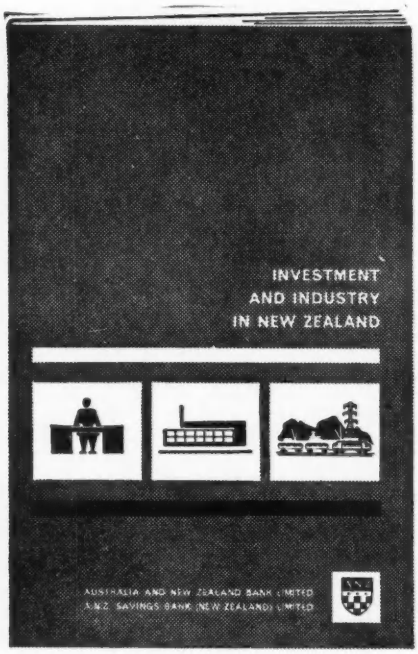

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AUSTRALIA

Special Advisory Authority inquiry

THE AUSTRALIAN Minister for Trade and Industry has referred to the Special Advisory Authority for inquiry and report the question whether it is necessary that urgent protective action, by means of temporary additional duties or temporary restriction of importation (or by a combination of both), be taken in respect of the following goods:

Hogskin leather used in footwear linings

Details of the tariff items under which the above-mentioned goods are dutiable are given below:

Tariff Item	Goods	General	Preferential
41.05	Other kinds of leather, other than leather falling within item 41.06, 41.07 and 41.08:		
41.05.100	Hogskin	Free	Free

The Special Advisory Authority is required to report within 30 days of the date of the reference.

In the short time available for investigation, United Kingdom interests wishing to make their views known to the Special Advisory Authority will no doubt get in touch with their Australian agents or with the London office of the Australian British Trade Association, 42 Leicester Square, London, W.C.2 (Tel. Whitehall 5072).

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2319 or 2318), quoting reference No. CRE/2109/66.

Tariff changes

CHANGES HAVE BEEN made in the Australian Customs Tariff affecting the rates of duty payable on (a) saccharin, etc., and (b) cyclamic acid.

Full details of these changes will be published in the *Board of Trade Journal* as soon as possible. In the meantime details of the tariff changes may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 468) as soon as these are received.

Dumping duty

MEN'S DRESSING GOWNS of terry towelling or man-made fibres falling within paragraph 60.05.14 or sub-item 61.01.5 of the Australian Customs Tariff have been made the subject of a dumping duty under the Australian Customs (Dumping and Subsidies) Act, 1961-65.

Inquiries should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE/422/66.

BRITISH TRADE MAGAZINE IN JAPAN

HM Embassy in Tokyo publish a quarterly magazine, in Japanese, entitled British Trade and Industry, *which carries articles and news items about commercial, industrial and technological developments in Britain. Copies are distributed to almost* 3,000 *leading Japanese industrialists and importers.*

British Trade and Industry is ***financed in part by the advertising*** *placed in it by British exporters. It forms a useful and inexpensive* ***medium for firms interested in the Japanese market. Further details*** *can be obtained by writing to: The Information Department, British Embassy,* 1 *Ichibancho, Chiyoda-ku, Tokyo, Japan.*

EMI Electronics were hosts recently to a party of directors and senior executives from leading Japanese electronics companies. The visitors are on a world tour sponsored by the Electronics Industries Association of Japan observing industrial conditions and manufacturing techniques. The group, which includes representatives from Hamamatsu TV Company, Matsukyu Electric Company and Hirose Electric Company, showed keen interest in camera tube production at EMI's Hayes factory. In the picture, R. E. H. Trevor of EMI Electronics is demonstrating the 4-stage image intensifier, Type 9694.

BRAZIL

Minimum values

CUSTOMS POLICY COUNCIL Resolution 455 has established the following minimum values (in United States dollars each c.i.f.) for calculating the *ad valorem* tariff:

Tariff No.	Description	Minimum Value
84.15	Air conditioning machines (air coolers, air heaters, humidifiers and the like), self-contained	$200
84.49.003	Hand-operated knitting machines:	
	(a) single-bed (-knitting head)	$ 65
	(b) double-bed (-knitting head)	$120
	(c) auxiliary equipment for hand-operated knitting machines	$ 30
84.60.003	Sewing machines for domestic use:	
	(a) straight stitch:	
	head	$ 35
	complete machine	$ 55
	(b) zig-zag, without embroidery attachment:	
	head	$ 65
	complete machine	$ 85
	(c) zig-zag, with embroidery attachment:	
	head	$ 85
	complete machine	$105
90.06	Refracting telescopes (monocular and binocular) with frames of any material:	
	Up to three magnifications	$ 14
	More than three and up to five magnifications	$ 30
	More than five and up to nine magnifications	$ 50
	More than nine magnifications	$ 65
97.03.001	Arms constituting toys or incapable of causing harm	$ 0·42
97.03.003	Mechanical toys:	
	(a) battery and friction	$120
	(b) automatic model race track with two cars and transformer	$ 12·50
	(c) separate car for model race track	$ 4·45

URUGUAY

Whisky ban lifted

ACCORDING to a Government decree published in the Uruguayan *Official Gazette* on March 10, high alcoholic grade whisky of over 50° centesimal, in casks, has been included in the Uruguayan Code of Merchandise with a surcharge of 90 per cent and can therefore now be imported.

New Zealand wasn't too far away for its first traders

The *Kurahaupo*
An antiquarian's-eye-view of one of the 70-100 foot 'double canoes' used by the Maoris in their great trans-Pacific migration to N.Z. in 1350.

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URUGUAY, *continued*

Modifications to code of merchandise (1)

HM EMBASSY at Montevideo report that the Uruguayan National Council of Government have approved a decree detailing the following additions and alterations to the Code of Merchandise:

ADDITIONS

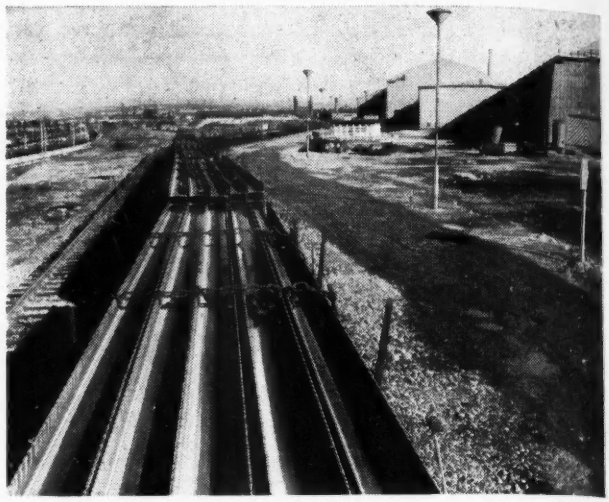
Sub-Group	Commodity	Surcharge %	Average c.i.f. price US $
	Urea, melamine or ether fixed formaldehyde resins, in solution, without any other additions, with a proportion of organic volatile dissolvents not over 50% in weight of such solutions	90	600 per ton
	Expanded perlites (activated volcanic rock) of an apparent density of up to 0·30 of the type used in filtration	30	
	Alcalinized iron oxides for the purification of gases	30	
	Residue of palm bark for the cultivation of orchids	30	
	Transistors and diodes	30	
	Metal cases with detonation element for ·22 in. bore cartridges	60	
	Tyres and inner tubes for road-making machinery of the following sizes: 15·5/25 and 17·5/25	*	
	Aluminium in sheets or bands not over 0·15 mm. in thickness with an electro-chemical treated surface for the manufacture of condensers	30	
	Ball bearings with spherical external surface, mounted on cast iron supports in one piece	30	
	Ultra-violet and infra-red lamps	30	
	Medical apparatus for the application of ultra-violet and infra-red rays (1)	60	
	Special lamps for equipment used in surgical operations	*	
	Zinc containers over 37 mm. in width for dry cells	30	
	Refrigeration motors of over ½ h.p. and up to ⅓ h.p. inclusive (2)	60	
	Soluble yerba mate (concentrated yerba mate or extract of yerba mate in powdered form)	90	
	Bronze pigments in paste form with hydrocarbon type dissolvents, with a minimum of 80% metal	30	
	Round aluminium wire in rolls (type: 5% nominal of magnesium) of 0·45 to 0·55 mm. in diameter	*	
	Coal obtained from cracking in terms of the residue of the distillation of petroleum, for the elaboration of calcium carbide, of the following specifications: Fixed carbon 82 to 89 %; Volatile materials 11 to 15 %; Ash 0·25 to 0·35 %; Sulphur 0·40 to 0·50 %	*	
	Millimetred paper type covered with a coat of wax or similar material for electro-cardiograph apparatus	*	
	Sensitized paper with silver organic salts and unsensitized material with a view to obtaining by means of diffusion processes, matrices or cliches for offset system	30	
	'Master' type uncut gramophone records provided only with central orifice, destined for the process of obtaining matrices for gramophone record moulds	60	
	'Tundiznes' (flocks) cellulosic or polyamic	30	
	Cereal yeast extracts exclusively for the industrial elaboration of broth and soup concentrates	90	
	Glass bulbs for the manufacture of television picture tubes (3)	90	
	Pure cellulose filtre type paper of 10 to 15 grammes by 1 square metre in bobbins up to 96 mm. in width for the manufacture of immersion tea bags	*	

*Surcharge not mentioned.

(1) The Bank of the Republic will not apply the minimum surcharge established by decree of April 14, 1963, modified by decree of November 24, 1964, to imports of medical apparatus when destined for the departments of the Ministry of Public Health, Clinic Hospital, Military Sanitation and Institutions mentioned in clauses A and B of Law No. 10.384 of February 1943. The Bank of the Republic will demand, on presenting the corresponding import declaration, a letter from the above entities stating that the importation is exclusively for their own use.

(2) The Bank of the Republic will only apply the minimum surcharge established by decree of April 14, 1963, modified by decree of November 24, 1964, when the machines are destined exclusively for commercial and/or industrial refrigeration, conditions which will have to be carried out by means of a certificate issued by the Ministry of Finance subject to a previous report of the Advisory Committee created by decree of February 17, 1960.

(3) The Bank of the Republic will only apply the minimum surcharge established by decree of April 14, 1963, modified by decree of November 24, 1964, when there is a certificate issued by the Ministry of Finance, subject to advice from the Advisory Committee, created by decree of February 17, 1960, in which it is recorded that there is insufficient stock of glass bulbs of national production.



A large convoy assembled at the steelworks of Shelton Iron & Steel Limited at Stoke-on-Trent prior to despatch overseas. Shelton are currently exporting to some 26 countries abroad. Oxygen-blown converters, coupled with the continuous casting plant now in full operation, make Shelton's integrated steelworks one of the most modern of its kind.

MODIFICATIONS TO SURCHARGES AND AVERAGE C.I.F. PRICES

Sub-Group	Commodity	Surcharge %	Average c.i.f. price US $
34.33	Hydrolized vegetable protein exclusively for the industrial elaboration of broth and soup concentrates	150	1·00 per kilo
36.132	Flashlights	60	3·00 per kilo
45.165	Adhesive cloth for human use	150	4·20 per kilo
	Old iron or remainders and scrap iron, from foundry or steel	—	
42.782	Natural and artificial alumina hydrates apt for the elaboration of sulphate of alumina	—	
33.018	Parts and accessories for radio and television:		
	(a) Loudspeakers	90	3·30 per kilo
	(b) Nucleus ferrites	90	2·70 per kilo
	(c) Others	90	7·00 per kilo
	Transformers with a generating power of over 25 kWA and up to 500 kWA	90	1·70 per kilo
36.150	Zinc containers for dry cells:		
	(a) up to 15 mm. in diameter	150	6·30 per thousand
	(b) 15 to 25 mm. in diameter	150	6·80 per thousand
	(c) 25 to 37 mm. in diameter	150	14·00 per thousand
	Record players without amplifying circuit	150	5·00 per kilo

MODIFICATIONS TO DESCRIPTION

Sub-Group	Commodity	Surcharge %
	Machines for personalizing cheques	60
	Should now read:	
	Machines for personalizing cheques, their parts, spares and accessories	60
	Burners for non-electric lamps	30
	Should now read:	
	Burners for non-electric lamps using wicks of up to 25 mm. in diameter inclusive	30
	Electronic accounting machines and equipment, their parts and spares	30
	Should now read:	
	Accounting and electronic calculating machines and equipment, their parts and spares	30
37.335	Steel cable terminals	30
	Should now read:	
37.335	Steel cable terminals and adjustables	30
37.334	Steel cable tensiles	30
	Should now read:	
37.334	Steel cable tensiles and shackles	30
49.002	Stainless steel or bronze accessories for complete galvanized iron boats: anchors, bits, cornemuse, swivel hooks, sail pulleys, lantern lifts, spinnaker accessories, square sail boom accessories, rudder movements, propeller shaft bearing struts, spile supports, mast supports, water stop gland, water inlets and outlets, goose neck	30
	Should now read:	
49.002	Stainless steel or bronze accessories for complete galvanized iron boats: anchors, bits, cornemuse, swivel hooks, sail pulleys, lantern lifts, spinnaker accessories, square sail boom accessories, rudder movements, propeller shaft bearing struts, spile supports, mast supports, water stop gland, water inlets and outlets, goose neck, patent nails	30
	Sensitized or not printing aluminium sheets with a thicknsss of up to 2·5 mm. imported by newspaper firms for their own use.	—
	Should now read:	
	Sensitized or not printing aluminium sheets with a thickness of up to 0·25 mm. imported by newspaper firms for their own use	—

EXPORT ASSISTANCE PICK-A-BACK ARRANGEMENTS FOR EXPORTS

A booklet containing the names and addresses of firms who have offered to help other firms with export assistance is published by the Export Services Branch of the Board of Trade.

Copies may be obtained free from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London E.C.4. (Tel. City 5757, Ext. 491, Telex 25977), or from any of the Board of Trade Regional Offices.

The designation and rulings accorded by decree of November 29, 1960, for the importation of chemically purified cellulose fibres to be deleted.

Lubricating oils when imported in metal containers – except tin – with a capacity of over 18 litres to be excluded from the rulings contained in Article 5 of decree dated September 29, 1966

The Bank of the Republic will only apply the minimum surcharge established by decree of April 14, 1963, modified by decree of November 24, 1964, on imports of caustic soda when there is a certificate from the Ministry of Finance, subject to a report from the Advisory Committee, created by decree of February 17, 1960, confirming that there is insufficient stock of the product of national production.

The importation of groups, sub-groups and parts and pieces for the assembly and complementation of motor vehicles in the country (motor vehicle kits) will be made through Section 18 Position 890 according to weight (Tariff No. 28/32) of the customs tariff. The following note will be included in the Uruguayan Tariff Schedule and in the GATT:

'The groups, sub-groups and parts and pieces for the assembly and complementation of motor vehicles in the country (motor vehicle kits) to be imported as per decree No. 326/1966 of July 7, 1966, and concordant dispositions, when lacking the parts and/or pieces referred to in Article 10, will be classified under the immediately superior weight item to its weight with the "aforo" (i.e. an arbitrary estimated value of x dollars per kilo) and minimum weight established in that item.'

The preceding importation will come under a direct Customs discharge.

Modifications to code of merchandise (2)

UNDER THE TERMS of a Uruguayan Bank of the Republic circular of April 4 the following alterations and additions have been made to the Code of Merchandise:

Additions

Sub-Group No.	Commodity	Surcharge Per cent	Prior Deposit Per cent	C.i.f. Average Price
49.032	Bodies and their parts . .	300	200	Non ferrous US$2·70 per kilo; others: US$2·00 per kilo
49.068	Window regulating mechanism, locks, handles, body hardware, brooches for motor vehicles	150	200	
49.092	Bumpers, bumper extensions, overriders, lamp rims, wheel covers, wheel hub caps .	90	—	
49.115	Glass and plastic for lamps .	90	—	
Alterations				
49.103	Bronze tourniquets and pressure brooches	30	—	
	Should now read: Bronze tourniquets . .	30	—	
Deletions				
49.073	Window regulating mechanism.	150	200	

JAMAICA

Industrial Incentives Law, 1956

THE FOLLOWING product has been declared an 'approved product' for the purposes of the Jamaican Industrial Incentives Law, 1956:

Chlorine

A notice that consideration was being given to designate this product appeared in the *Board of Trade Journal* dated March 17, 1967, page 479.

Application for the status of 'approved product' and 'approved manufacturer' are processed by the Jamaican Industrial Development Corporation, 4 Winchester Road, Kingston 10, Jamaica (PO Box 505). It would be appreciated if firms writing to the Industrial Development Corporation would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 393, Kingston, Jamaica.

Inquiries about the above notice should be addressed to the Board of Trade, Commercial Relations and Exports Department, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2627).

Amendments to the provisions of the Industrial Incentives Law, 1956

THE PROPOSALS to increase the incentives available under the Jamaican Industrial Incentives Law, brief details of which were given in the *Board of Trade Journal* of February 3, 1967, page 306, have now been enacted by the Industrial Incentives (Amendment) Act, 1967.

Inquiries about the above notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2627).

Anderston Clyde recently demonstrated a new straddle carrier of revolutionary design at Manchester Airport to potential customers from all over the world. As a result of the demonstration of the machine, called the Powerbeam 360, Cunard Stevedoring Ltd., of Liverpool, decided to adopt it to cope with handling requirements at Liverpool docks. Four British companies, GEC (Process Engineering), Dorman Long (Bridge & Engineering), G. Dew and Anderston Clyde Engineers, have linked to tackle the container equipment market under the name Container Port Constructors.

CHILE

Import regulations

IT HAS BEEN REPORTED by HM Embassy at Santiago that, at its Session No. 462, which took place on March 21, 1967, the Executive Committee of the Central Bank laid down new regulations stipulating that in all applications for registration of imports, importers must declare under oath the terms of payment agreed upon. This declaration must be signed by the importers themselves, their legal representatives or their attorneys. All companies must give their bankers the names of their legal representatives and attorneys and provide facsimiles of their signatures. Banks must, before April 1, 1967, have given the Central Bank written assurance that all their customers' declarations will be properly signed by the importers themselves, their legal representatives or their attorneys as the case may be.

Temporary import concessions

HM EMBASSY in Santiago has reported that by Decree No. 446, of the Chilean Ministry of Finance, which was promulgated in the *Official Gazette* on March 27, 1967, the Customs duties, *ad valorem* tax and all port charges on aircraft, their parts and spares, and equipment for their maintenance, repair and operation, when imported by Chilean airlines, were suspended until March 26, 1968.

By Decree No. 491, of the Ministry of Finance, which was promulgated in the *Official Gazette* on March 31, 1967, the *ad valorem* tax on pieces and parts of typewriters and adding and calculating machines for local assembly (Customs Items Nos. 84.51.01.00, 84.52.01.01 and 84.52.01.99) was reduced to 75 per cent.

By Decree No. 450, of the Ministry of Finance, which was promulgated in the *Official Gazette* on March 31, 1967, the Customs duties and the *ad valorem* tax on molasses (Customs Item No. 17.03.00.00) were suspended until June 30, 1967.

Finally, by Decree No. 448, of the Ministry of Finance, which was promulgated in the *Official Gazette* on March 31, 1967, the *ad valorem* tax on soda ash (Customs Item No. 28.42.01.03) was reduced to 10 per cent until June 30, 1967.

CHILE, *continued*

Amendments to import list

THE FOLLOWING AMENDMENTS should be made to the Chilean List of Permitted and Prohibited Imports, notice of which was given in the *Board of Trade Journal* of December 25, 1964.

Section	Group	Item	Tax/Deposit
XI	61	Complete heads for domestic sewing machines and their pieces and parts.	Tax 100%/Dep. 10,000%

VENEZUELA

Imports of metal hoops and strips

NOTICE WAS GIVEN in the *Board of Trade Journal* of April 14 of import licensing restrictions imposed on certain types of metal hoops and strips. It has now been reported that at the same time the following revised tariff definitions were also issued:

Tariff No.	Description	Duty in Bolivars (per kilo gross weight)
681-05-02	Smooth sheets	
681-05-02-1	In continuous rolls (coils) (4)	0·001
681-05-02-5	In any other form	0·001

(4) Import licence required from Ministry of Development.

Health regulations

UNDER A RESOLUTION effective from April 6, a prior licence is required from the Director of Public Health in the Venezuelan Ministry of Health for the importation of artificial sweeteners. No specific customs tariff definition is mentioned. This measure is not designed to restrict importation; it is solely to provide for adequate supervision by the Venezuelan authorities.

UNITED STATES

Hazardous substances (1)

THE COMMISSIONER OF FOOD AND DRUGS has proposed certain amendments to the hazardous substances regulations to prescribe requirements, exemptions and procedures reflecting the 'banned hazardous substance' and other provisions of the Federal Hazardous Substances Act as amended by the Child Protection Act of 1966 (see *Board of Trade Journal* dated January 20, 1967).

Definitions are proposed for 'banned hazardous substance' and requirements for exemptions from the full provisions of the Act and procedures for the issue of regulations under the Act are also covered.

In addition, it is proposed that the term 'banned hazardous substances' shall not apply to the following articles under certain conditions:

(1) Chemistry, etc. sets for juveniles.
(2) Certain fireworks devices suitable for use by the public.
(3) Fireworks classified as devices within the meaning of the Federal Insecticide, Fungicide and Rodenticide Act.
(4) Educational materials.

The form of labelling of unpacked hazardous substances is also laid down.

Any person may by June 4 make written comments (preferably in quintuplicate) on the proposals to the Hearing Clerk, Department of Health, Education and Welfare, Room 5440, 330 Independence Avenue S.W., Washington DC, 20201.

Further information may be obtained from United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 3365).

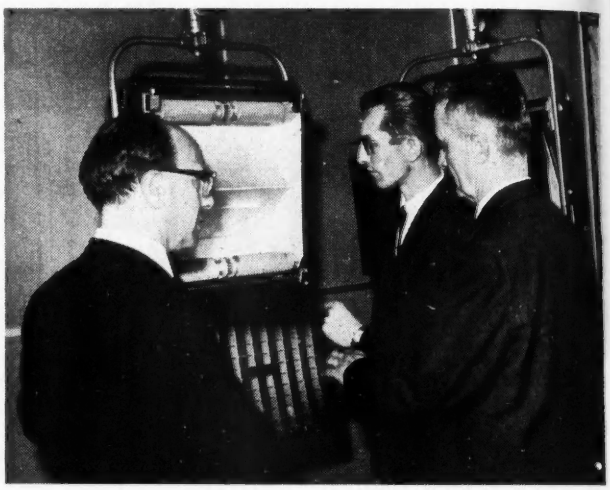
Hazardous substances (2)

THE COMMISSIONER OF FOOD AND DRUGS has proposed that the following be classified as 'banned hazardous substances' under the Federal Hazardous Substances Act:

> Substances intended for application to masonry walls, floors, etc. for waterproofing purposes and consisting of a water repellent component and a solvent that is 'extremely flammable' within the meaning of Section 2 (1) of the Act.

All interested persons are invited to submit their views in writing, preferably in quintuplicate, regarding this proposal and any additional articles that may be properly classified as 'banned hazardous substances'. Views and comments should be addressed to the Hearing Clerk, Department of Health, Education and Welfare, Room 5440, 330 Independence Avenue S.W., Washington DC, 20201, by May 5, 1967.

Inquiries concerning this notice may be addressed to United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 3365).



The CIE (Committee International d'Eclairage) met in London during April to prepare notes for their world conference visit to Washington in June. On April 8 delegates from Czechoslovakia, Switzerland, the Netherlands and Australia visited the factory of Mole-Richardson (England) Ltd. at Thetford to see the latest developments in film, TV and theatre lighting and the firm's new production techniques. They were particularly interested in the new colour TV lighting with which the BBC is equipping. In this picture Eric Wolfensohn (left), general sales manager, Mole-Richardson (England) Ltd., explains a new colour TV floodlight to Mr. A. Vancura, of Czech TV, and Dr. J. Pechar, Head of Lighting, Vozort, the Czech Research Establishment.

HOW TO BUILD UP MAILING LISTS OF OVERSEAS BUYERS

Lists of potential importers of certain British products in overseas countries are available to exporters from the Export Services Branch of the Board of Trade.

These lists, which are mainly of a non-technical nature, enable exporters to mail details of their products or new lines to potential buyers in all parts of the world at appropriate intervals.

Many firms have found that direct mail of this kind, limited to brief concrete details in the language of the country concerned, can become a valuable supplement to the efforts of the salesman overseas.

Inquiries for these lists of overseas importers, giving the type of goods involved and the countries to be covered, should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757).

Hazardous substances (3)

WITH EFFECT from April 1, the United States Commissioner of Food and Drugs has exempted containers of mineral oil having a capacity of not more than one fluid ounce and intended for use in producing a smoke effect for toy trains, from the labelling requirements of section 191.7 (b) 3 (ii) of the regulations under the United States Federal Hazardous Substances Act provided that certain conditions are met.

Inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 457).

Discussing one of Rayne's quality shoes at the New York Shoe Fair are: (left to right) Mr. B. Franklin, sales director of H. M. Rayne Ltd.; Mr. B. E. Wallis, export manager of the British Footwear Manufacturers' Federation; Mr. R. Arculus, director of trade development; and Mr. A. G. R. Rouse, HM Consul-General in New York. Twelve British firms participated in the fair on Joint Venture terms, and all were highly satisfied with the results of their participation. A report appears on page 1011 *of the* JOURNAL.

CANADA

Customs tariff amendment

THE CANADIAN GOVERNMENT have issued Order in Council P.C. 1967-576, dated March 30, 1967, making a change in the Canadian Customs Tariff, effective from April 1, 1967 to October 31, 1968, as follows:

Tariff Item	Goods Schedule 'A'	British Preferential Tariff	Most-Favoured-Nation Tariff	General Tariff
35311-1	Aluminium and alloys thereof: Plates, sheets or strips, hot-rolled, in the coil, for cold rolling in Canada . . . per pound (Expires October 31, 1968)	Free	1¼ cts.	7½ cts.

Note:

The Repair, Addition to or Processing of Canadian Goods Abroad made by Order in Council PC 1959 – 810 of June 25, 1959, as amended, does not with effect from April 1, 1967, apply to any goods the rates of duty on which are reduced by this Order.

ANGLO-PERUVIAN TRADE BULLETIN

A regular monthly printed commercial bulletin is now being produced under the joint auspices of HM Embassy and the Peruvian British Trade Centre. The bulletin is distributed free. Firms in Britain who may have interests in the Peruvian market are invited to advertise in this bulletin. Details, Embajada Britanica, Casilla 854, *Lima.*

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A = annually; M = monthly; Q = quarterly; 6-M = every six months.

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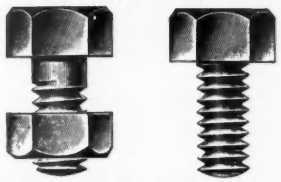

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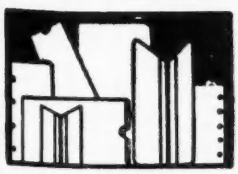

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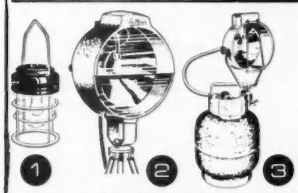

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